Board of Trade Journal

Volume 187, No. 3519 Published by Her Majesty's Stationery Office 28 August 1964

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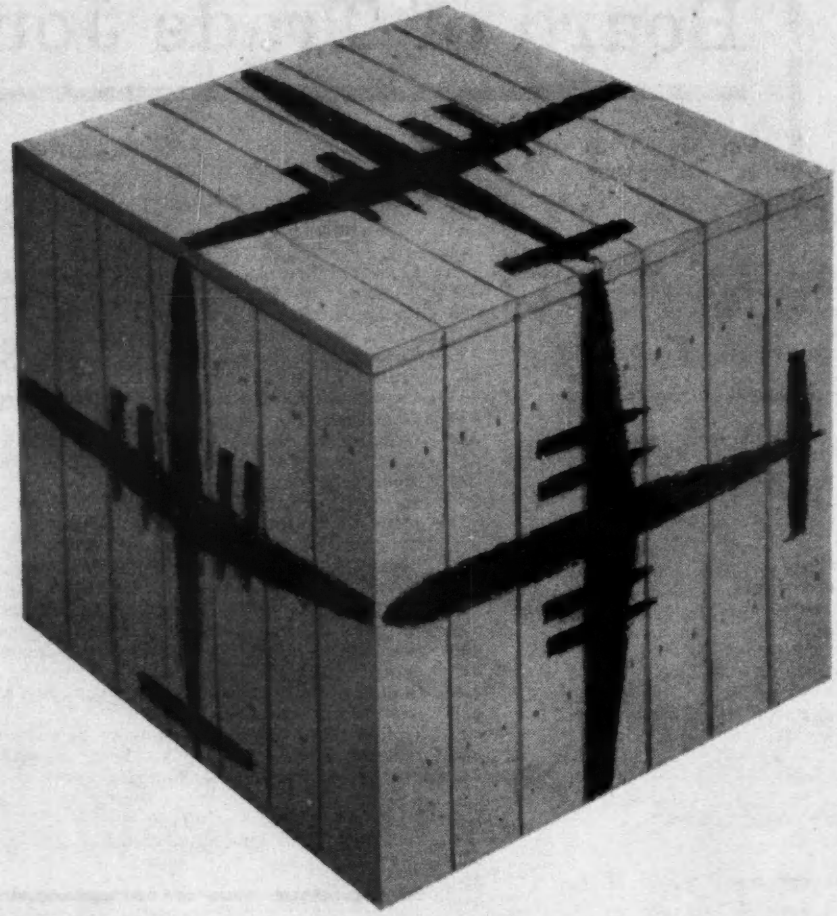

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INDUSTRY AND THE DEVELOPMENT DISTRICTS—3

North-west offers outstanding scope for further industrial development

The introductory article to this series was published on August 7 and that on Northern Ireland on August 14. Other articles will cover Scotland, the North-east, the South-west and Wales.

THE NORTH-WESTERN REGION, consisting of the counties of Lancashire, Cheshire and the High Peak District of Derbyshire, is a buoyant Region with a population of some 6½ million people and strong long-standing industrial traditions. Although in the past the Region has been popularly identified with the cotton industry, it in fact has an unusually well diversified range of manufacturing industry of which engineering, employing approximately one-sixth of the Region's workpeople, is the largest and covers almost every type of engineering including shipbuilding, heavy electrical and mechanical plant and machine tools for other manufacturing industries, heavy and light diesel engines for a wide range of uses, electronic equipment, computers, domestic electrical and other equipment, heavy motor vehicles for commercial use and private motor cars. The chemical industry is also very well represented in the Region; it covers a wide range of products from heavy chemicals to pharmaceuticals and includes petroleum derivatives drawing their basic material from the large oil refineries on the south bank of the Mersey. Other prominent industries are food, paper, rubber, glass, leather and man-made fibres in addition to the traditional cotton industry which after a period of decline and reconstruction appears to be looking now to a more stable future.

It will be seen that the North-western Region is not only able to offer a very wide range of skills and aptitudes but also equipment and materials for many industries, together with a local consumer market of between six and seven million people with considerable purchasing power. Further the Region is centrally placed to serve the very much wider United Kingdom market and its already good communications with the rest of the country and with Ireland have been materially improved in recent years with still further improvements in progress. The M6 motorway already in use from south of Stafford to north of Preston will next year be carrying traffic beyond Lancaster and in due course, when this road is completed to Carlisle and connected to the northern end of M1, communications by road both north and south will be exceptionally good. A number of internal links with this motorway are being developed. The East Lancashire Road, the main road between Manchester and Liverpool, already provides a link with the motorway at Haydock a few miles east of Liverpool. Preliminary work has been started on a Trans-Pennine motorway which will extend from the eastern end of the East Lancashire Road through the densely populated districts of the North-western Region and the East and West Ridings to link with the A1 and in due course with the East Coast ports.

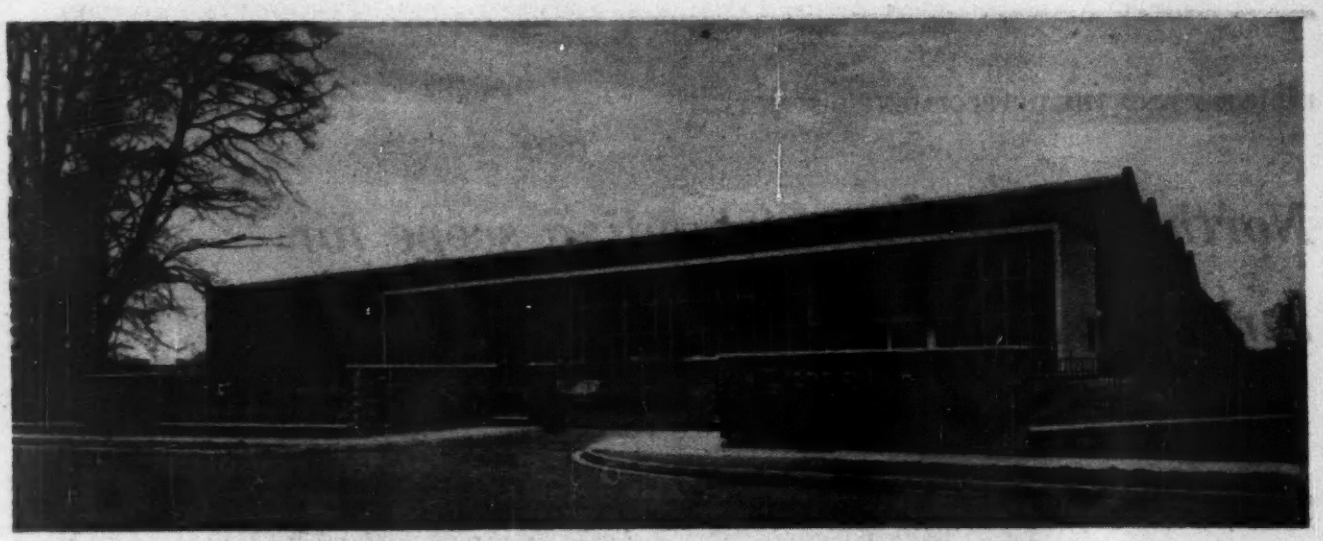
The main railway lines from Liverpool and Manchester to Euston are in process of electrification and when work is completed early in 1966, the journey from either of these cities to London is expected to take only two and a half hours. There are already two modern airports, one at Manchester and one at Liverpool, both of which are being further developed for freight and passenger traffic.

The Port of Liverpool with its seven miles of docks and twenty-nine miles of quays provides facilities second only to the Port of London for traffic with most of the rest of the world. The Region's shipping facilities are further supplemented by the existence of a substantial port in Manchester connected via the Ship Canal to the open sea. This provides direct shipment of goods at suitable seasons of the year from a point more or less in the centre of the Region via the Ship Canal and the St. Lawrence Seaway to the Middle West of America.

Despite the concentration of some 16 per cent of the country's manufacturing industry in the Region, a substantial farming industry, much pleasant open country and residential districts, there are parts of the Region, the Development Districts of Merseyside, Widnes and

(Continued on next page)

An aerial view of the £30 million stamping and assembly plants of the Ford factory at Halewood, showing the administration block in the foreground. The plant employs about 9,000 people and is producing 1,200 vehicles a day.



Kelvinator factory, Bromborough

Furness, which still provide outstanding opportunities for further industrial development, plentiful supplies of good labour, excellent sites, services and facilities.

Merseyside

The largest of these is the Merseyside Development District, mainly concentrated in Liverpool, Bootle, Birkenhead and Wallasey, together with certain smaller districts on the fringes in which the rapidly expanding population of Liverpool is being re-housed. Liverpool, in addition to being the second largest port in the country, is a prosperous shopping centre serving a large area on the western side of the Region and drawing customers also from North Wales. The opportunities for development in the Merseyside district stem not from the decline of older industry but from the rapid growth of the population – it increased by 6 per cent in the ten years 1951-61. This growth in the population is long standing and arises from a very high average birthrate. The port and the complex of industrial, commercial and professional employment which has developed with it, though growing, have not grown fast enough to provide employment for this rapidly increasing population in which some 25,000 boys and girls reach school leaving age every year.. Thus the labour force available for new industrial development tends to be young and anxious for the opportunity of an industrial career. Some 60 per cent of the unemployed men in the Development District at the present time are under forty.

Much has been done particularly since the end of the war to encourage new development in the Merseyside area and provide useful employment for this steadily increasing population. Apart from the expansion of firms already established there, some seventy firms new to the district have settled successfully in the area and provide employment today for about 60,000 people. These firms cover a very wide range of activities including heavy and light engineering, various types of food production, rubber, motor tyres, domestic electrical equipment, stationery and more recently motor vehicles and accessories. Almost without exception the firms who have established new employment in the Development District have prospered and in many cases expanded from their original development. Many have expressed their complete satisfaction with the quality of labour both male and female which they have been able to recruit in the area.

John Dickinson & Co. Ltd., the well-known manufacturers of a wide range of stationery, who have steadily extended their plant during the fifteen years since it was established in Kirkby, are an example. Their Chairman recently said:

'Space and recruitment difficulties at our Hertfordshire and London establishments would have prevented the post-war expansion of the Company's activities had it not been for the opportunities for development presented by the location of our factory at Kirkby.

'Here we have found available labour of a very high standard, matching, in enthusiasm and ability, the best employed in our other factories. We have been able to recruit the majority of our key personnel at Kirkby from the locality, and they have shown a marked capacity, following a brief course of training at the parent factory, to pass on their knowledge to their fellow workers. In general, in a few years our labour force at Kirkby has learned to apply the same expertise in paper converting that has been built up over the course of a century and a half at our long established Southern factories.

'We have formulated extensive plans for our continuing development at Kirkby, confident in the knowledge that we shall have no problems in the recruitment of loyal and suitable labour in every grade that we require.'

Abbey Road, main thoroughfare, Barrow-in-Furness

Another example is the Ford Motor Company, who have in more recent times established a very large manufacturing plant and introduced an entirely new type of production to the area.

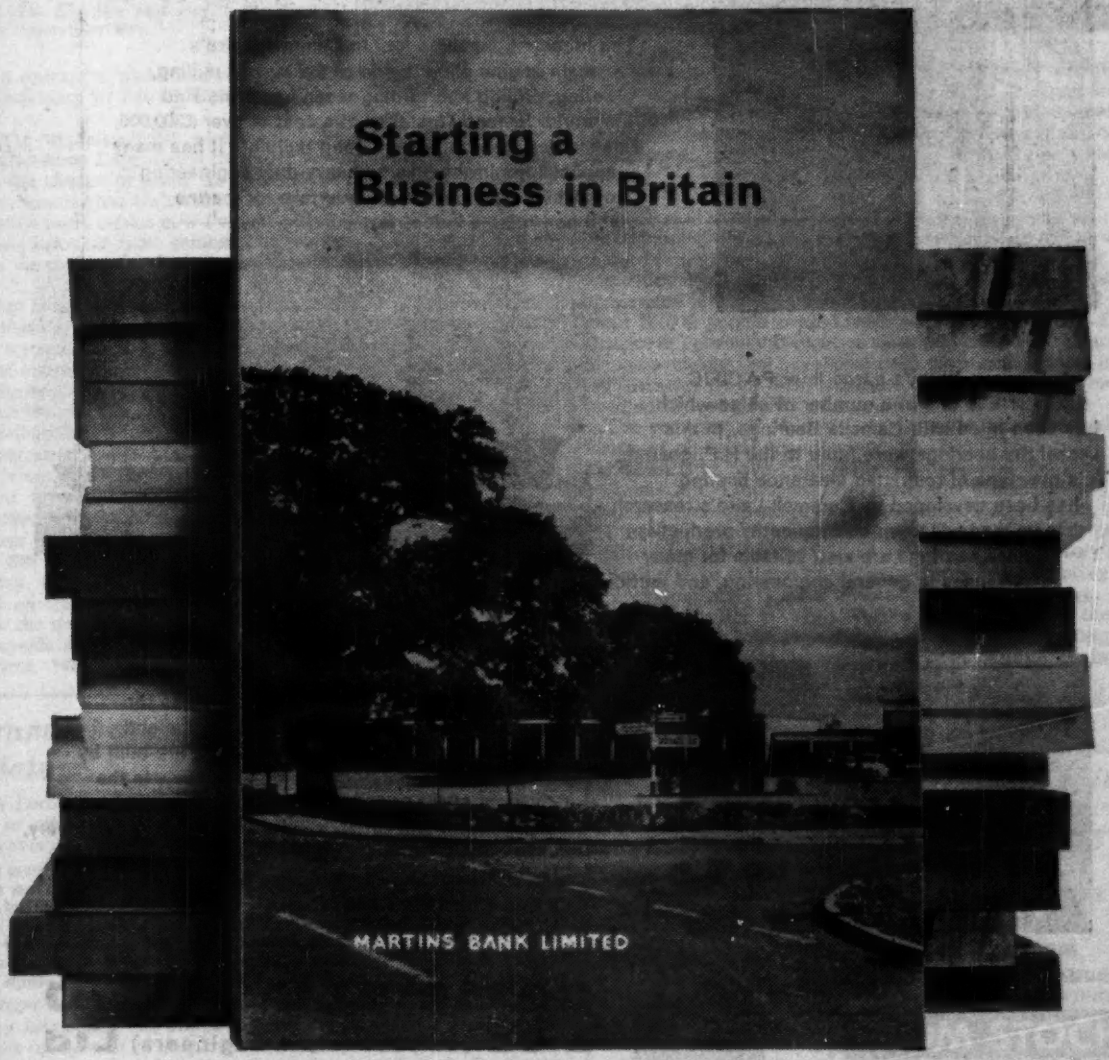
They have said: 'Recruiting for the £38½ million car manufacturing centre at Halewood began in January 1962, and the labour force, which now stands at some 9,000 workers, has been recruited almost entirely in the Merseyside region. Although the motor industry is relatively new to Merseyside, the experience of the company, after a year and a half in production is that local labour responds well to training and readily adapts to an unfamiliar industry and works well under production circumstances.

'In addition to the 9,000 production operators, the company is obtaining the bulk of its supervisory staff from local recruits. Some 200 foremen have been recruited and trained thus far from many

(Continued on page 431)

This unique book, just published by the Information Department of Martins Bank, deals in detail with problems which are likely to face anyone who wishes to start a business in Britain. It discusses such things as Development Districts and the choice of location; the cost of labour and power and transport. There are chapters on the procedure necessary for starting a business; the methods of raising finance; exchange control; the British system of taxation and allowances. To those about to start their own business and to the businessman from overseas, this book is invaluable. It is available free on application to Head Office or any branch of Martins Bank.

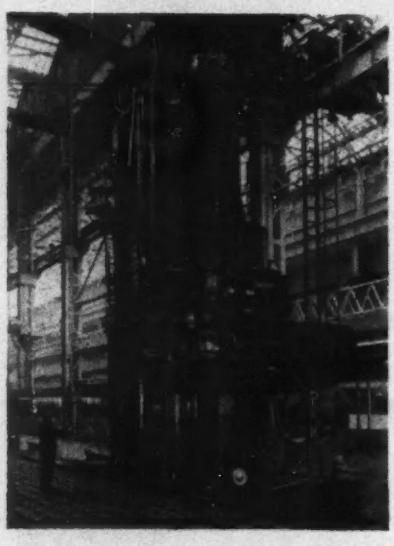
Martins Bank Limited



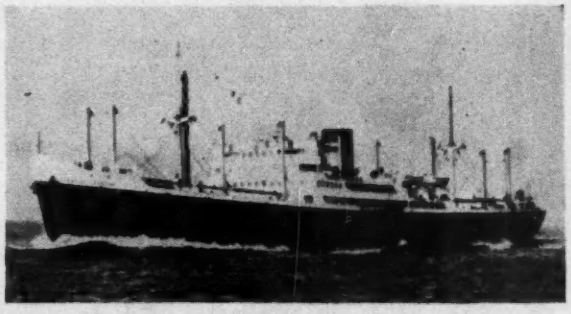
Martins Bank Limited, Head Office: 4 Water Street, Liverpool 2. AC11

Engineering

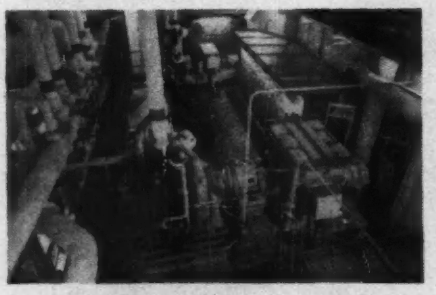
on Merseyside



The Innocenti machine tool in Cammell Laird's main engine shop is one of the largest milling, boring, drilling and turning machines of its kind in the world. Recently installed at a cost of over £300,000, it dominates the quarter-mile-long building. It has many applications in the diverse heavy-duty engineering work which Cammell Laird undertake for marine and non-marine industries.



Furness-Withy's cargo liner PACIFIC FORTUNE is one of a number of ships which has been fitted with Camella Bearings. In this vessel the bearings were fitted to the H.P. gearing. This new type of restricted clearance bearing has been developed by Cammell Laird's research team, and will soon be in quantity production. These bearings are also suitable for many uses in general engineering, and particularly in machine tools.



Diesel engines, gas turbines, steam turbines for nuclear or conventional machinery, watertube and cylindrical boilers — all these and more are built by Cammell Laird's engineering division. This view in the engine room of the 71,950-ton d.w. tanker BRITISH ENSIGN shows part of her single-screw turbine machinery, of the latest PAMETRADA standard frame design, which was built by Cammell Laird. The Company delivered the ship recently to BP Tanker Co. Ltd.

CAMMELL LAIRD
& Co (Shipbuilders & Engineers) **Ltd**
BIRKENHEAD
(Incorporating Grayson, Rollo & Clover Docks Ltd)

A section of Kirkby Trading Estate with the Fisher Ludlow factory in the foreground, A.C. Delco and Otis Elevator factories in the centre and nearby housing estates.

production operators, and these men are all good calibre.'

Their Chairman, Sir Patrick Hennessy, is on record in April this year saying:

'I would wholeheartedly advise any industrialist to come here. In the days when I negotiated the purchase of the site at Halewood we had the chance of going to a variety of places in Britain. The evidence now is that we certainly made the right choice. If I had to make the same choice now I would certainly not change my mind on the evidence we have gained. The workers at Halewood are as good as we could have found anywhere in this country or in the world.'

Further, the firm's Director of Manufacture told a newspaper in the Spring of this year referring to the labour force in the Liverpool plant: 'They are a young and vigorous team. Most of the managers are under 40, and the operators are in their twenties. They are doing a first-class job, and the local men are a credit to Merseyside.'

Vauxhall Motors Ltd., also one of the newer firms in the Development District, commenced their development by establishing a large engineering component factory. The firm are expanding substantially by creating body building and assembly plants for the production of the 'Viva' car. Their chairman recently said: 'Almost 5,000 people are now employed at our Ellesmere Port plant of whom over 90 per cent have been recruited locally. For the large majority this has been their first experience of working in our type of industry. Generally speaking they have adapted themselves well to a new environment and are an industrious group.'

Despite the amount of new development which has taken place in the Merseyside area in recent years, it has great potential for further development. New districts in which the ever-growing Liverpool population is being housed, the New Towns of Skelmersdale and Runcorn, etc., are broadening the area and creating first-class new industrial sites. Merseyside's central position, excellent communications and ample young labour force, in which there is no hard core of unemployed, provide an almost unrivalled area for the expanding firm.

Widnes

The Widnes Development District is geographically a continuation of the Merseyside Development District and offers many of the same opportunities and advantages. Its close association with neighbouring Merseyside is increasing in that land is being provided for housing some 14,000 people from Liverpool. It was listed as a Development District in February 1963 when unemployment was rising, partly from the same reasons that have sustained high unemployment in Merseyside for years and partly from changes in the local chemical industry which resulted in lower levels of employment.

The economy of Widnes was formerly largely based on various forms of chemical manufacture. In recent years new well situated industrial sites have been made available and the general industrial economy of the town has been materially broadened by the establishment of firms engaged in food production, clothing, etc., together with the expansion of the manufacture of asbestos cement products. The relative proximity of the Widnes area to the Ford factory at Halewood is beginning to make it attractive to firms manufacturing components or providing other types of service to the motor industry.

The new bridge between Widnes and Runcorn on the south bank has made the whole district more accessible and connections via this bridge with roads to the south have been significantly improved.

(*Continued on page* 433)

Government assistance in Development Districts

Under the Local Employment Acts, 1960 *and* 1963, *the Board of Trade are able to offer assistance for suitable projects providing additional employment in development districts in any or all of the following ways:*

1. **by providing premises for rent or purchase;**
2. **by making a building grant of 25 per cent of the cost of erecting a new building or extending or adapting an existing building;**
3. **by making a grant of 10 per cent of the cost of acquiring and installing plant and machinery in an industrial undertaking; and**
4. **by making loans (and, in some cases, grants), for any kind of expenditure involved in setting up or expanding a business in such a district.**

In addition the Ministry of Labour can offer grants towards the cost of training labour and can pay allowances to unemployed local labour temporarily transferred to the parent works for preliminary training and to key workers transferred temporarily or permanently from the parent works to the new locality.

Under the Finance Act, 1963, *investment in certain new plant and machinery in productive industry may be written off for tax purposes at whatever rate the company chooses.*

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WIGAN

Few towns have adapted themselves more easily to the changing needs of industry than Wigan. The days when the clockmakers and pewterers of Wigan were nationally known gave way to the devastating era of coal and iron. Those days too, have passed.

Businesses new to Wigan have settled and expanded. The arrival of food, packaging, plastics, engineering and other concerns proves that Wigan's geographical position, its wonderful communications and the excellent qualities of its people, make it a most attractive centre both for manufacture and distribution.

The prosperous shopping centre is "bursting at the seams" and the schools, housing, health, omnibus and other municipal services continue to meet the changing standards of today.

To improve the foundations of the town's prosperity, the Council of the County Borough are welcoming and assisting any business coming to or expanding in Wigan, and enquiries should be made to the Town Clerk.

Lord Drumalbyn to visit Austria and Italy

LORD DRUMALBYN, Minister of State, Board of Trade, will leave on September 14, to visit the Vienna International Autumn Fair, which is taking place from September 13 to 20. There will be a British section in the Hall of Nations at the Fair, which is being mounted by industry in conjunction with the Central Office of Information and the Board of Trade. While in Vienna, Lord Drumalbyn will have talks with Austrian Ministers and other leading personalities.

The Minister will leave Vienna on September 17 for Milan, where he will lunch with the British Chamber of Commerce and visit the Triennale Fair in the afternoon of that day. He will then go on to Bari, where he will stay until September 20. He will tour the Levant Fair and also visit the British Consulate, which will have been re-opened after having been closed since February, 1957.

Notes:

For more than 40 years the Vienna International Trade Fair has been held twice a year – in the spring and autumn – the autumn event being the more important of the two. There are always official foreign displays in the Hall of Nations and apart from Austrian visitors, the Fair attracts businessmen from more than 70 countries. The Milan Triennale Fair is considered the leading European exhibition for industrial design ; its theme this year is 'Use of Leisure'.

Jute Industry Working Group

THE JUTE INDUSTRY Working Group which was set up on November 1, 1963, has now concluded its work, and its conclusions are now being submitted to Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development and Mr. Michael Noble, M.P., Secretary of State for Scotland, for their consideration. The Working Group's report will not be published.

NORTH-WEST OFFERS OUTSTANDING SCOPE, continued

Furness

The Furness Development District (Barrow, Dalton and Ulverston), though some distance away from the main industrial belt of the Region and situated in beautiful country surroundings, cannot be considered remote. The construction of the M6 motorway and improvements which are in hand on the route linking Barrow and Ulverston with M6 have brought it much nearer to the rest of the Region and to the national road communication network.

Barrow-in-Furness, the largest town in the Development District and a County Borough, is a spacious place with many fine broad streets, good buildings and attractive residential areas. Housing and recreational facilities are good and Barrow can readily substantiate its claim to have no slums. On the contrary, there are a number of farms within the Borough boundaries and the town lies on the edge of the renowned country of the Lake District. Nevertheless, Barrow has a long-standing industrial tradition. The town grew out of the discovery of high quality iron ore deposits in the vicinity which led to the establishment of an iron founding industry and later steel production. It is well known for its shipbuilding activities and there is a long established marine engineering business associated with the shipyard. This, together with the shipyard, is still the largest employer in the district.

The Furness area was listed as a Development District in 1963 following the closure of the Barrow Iron Works, partly because of some increase in unemployment and also because of the need to broaden the employment structure of the whole district. Some improvement has taken place and marine engineering has been diversified into a much wider range of activities which has helped to create additional skills, but the area is still dependent on a relatively narrow range of industry. However, new firms connected with textiles, clothing, light precision engineering, packaging film and pharmaceuticals have been established in recent years in Barrow, Ulverston and some of the neighbouring villages. These new firms have had no difficulty in recruiting their labour and have of course provided a considerable number of new jobs. There is however still great scope for further development in this pleasant part of the Region with a variety of excellent sites and an abundant supply of labour of all types.

(An article describing the export success of a firm in the North-western Region appears on page 462).

Quarterly survey of the economic situation in the EEC

THE JUNE 1964 quarterly survey, published in July by the EEC Commission, reviews the main economic developments in the Community and member countries during the second quarter of the year, summarizes the outlook for the coming months and examines the problems of short-term economic policy involved.

The further vigorous expansion in economic activity registered in the first quarter seems to have continued during the second. The rise in exports of goods to non-member countries became more rapid. Their value in the first quarter was 15 per cent higher than in the corresponding period last year, when, however, exports were low, partly owing to severe weather conditions.

A faster increase in gross fixed asset formation was partly responsible for the continued brisk growth of internal demand. Capital investment remained slack only in Italy.

There was hardly any slowing down of the overall rate of growth in private consumers' expenditure, though the trend differed widely from country to country.

Industrial production in the first quarter of 1964 continued the faster rise that had already become perceptible in the last quarter of 1963, the increase on the previous quarter, after allowing for seasonal movements, being 3 per cent compared with a rise of 2·5 per cent from the third to the last quarter of 1963.

The rise in Community imports was as fast as ever. Imports of goods from non-member countries were 16 per cent higher in value than in the first quarter of 1963. High exports, however, appear to have more or less halted the tendency of the visible trade balance to run increasingly into deficit, though the deficit for the first quarter of 1964 of about $1,000 million was $170 million larger than that for the corresponding period of 1963. There was also a deficit, though considerably smaller, on the overall current balance of payments. There was a slight surplus on capital account. Generally speaking, there was little slackening in the rise in retail prices.

The Commission believes that expansion at about the present rate is likely to continue until the end of 1964. The rise in exports to non-member countries is likely to quicken a little more and internal demand should increase appreciably, though a little more slowly. Industrial production should continue to grow rapidly in all member countries except Italy, although perhaps not quite so fast as in the first half of the year. The expansion of imports from non-member countries might slow down somewhat during the rest of the year, though remaining quite substantial. The balance of trade should not deteriorate any further, though for 1964 as a whole it is likely to show a deficit of about $3,000 million to $3,500 million. Current payments are expected to be very nearly in balance.

The growth in the real Community product is still estimated at 5 per cent and the rise in the index of industrial production at 7 per cent, as forecast in the Quarterly Survey for the first quarter of 1964.

The Commission feels that although the prospects for the Community's real economic growth are very satisfactory in themselves, the forecasts of the economic trends up to the end of 1964 and into 1965 suggest that internal and external disequilibrium will persist. Despite some signs of improvement, the fight against inflation must therefore continue. On April 14, 1964 the Council of the Community issued a recommendation for 'measures to be taken to restore the internal and external economic equilibrium of the Community', and the survey emphasizes that this should be borne in mind not only in relation to 1964 but to 1965 also. Strict observance of the Council's rules, it concludes, could do much to ensure a more balanced development in the future.

250 new jobs for Tynemouth

THE INDUSTRIAL Estates Management Corporation announced today that extensions totalling 50,000 sq. ft. are to be constructed to the Board of Trade factory occupied by Thor Tools Ltd., at West Chirton Industrial Estate, Tynemouth. These extensions will bring the area occupied by Thor Tools, up to 120,000 sq. ft.

Thor Tools Ltd. are expected to employ an additional 230 men and 20 women (a total of 250) when the extensions are in full production. The project is now in an advanced state of planning and site works are expected to commence before the end of August. Completion is scheduled for the early summer of 1965.

Iranian Minister's visit

THE IRANIAN Minister of Posts, Telephones and Telegraphs, Dr. Farhang Shafi'i, and a senior official in his Department, Mr. S. Dadi'i, accompanied by their wives, will arrive in the United Kingdom on September 6, for a visit of ten days as the guests of HM Government.

They will be shown the operation of modern mechanized postal equipment by the GPO, and will visit private firms producing postal and telecommunications equipment.

Birmingham selling mission to Lyons

CONTINUING their successful policy of mounting selling missions to European markets the Birmingham Chamber of Commerce is sending a mission to the Lyons area of France from November 22 to 28 this year. Lyons has been chosen because it is now the second largest city and one of the most rapidly developing industrial and commercial centres in France.

The prime aim of the mission is to help each firm taking part to find new business in this expanding market. The programme will follow the pattern which has proved so successful on previous missions to Sweden, and Finland and Denmark, which resulted in £½ million of firm orders.

THE PATENT OFFICE LIBRARY

'It is presumably common knowledge that we in London possess in the Patent Office Library one of the finest technical and scientific libraries in the world.' (*British Journal of Photography*, May 7, 1954).

And the news is still spreading. Visits to this national public reference library have increased from 80,000 in 1960 to nearly 120,000 in 1963. Are your technical and scientific staff aware that they can come without formality between 10 a.m. and 9 p.m. Mondays to Fridays (10 a.m. to 1 p.m. Saturdays) and have free and immediate personal access to 10 miles of shelves? There they will find 9,000 current periodicals and 100,000 textbooks, in addition to the world-wide collection of patent specifications. They may also find useful the while-you-wait photocopy service at 9d. a page; the postal service has been speeded up, too. The Library is at Southampton Buildings, Chancery Lane, London, W.C.2.

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Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 11, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.14	Phosphorus pentafluoride.	As in previous column	December 31, 1964	6549
28.15	Carbonyl sulphide	As in previous column	December 31, 1964	6547
29.01	*cis*But-2-ene	As in previous column	December 31, 1964	6554
29.01	*trans*But-2-ene	As in previous column	December 31, 1964	6553
29.02	1 : 1-Difluoroethylene	As in previous column	December 31, 1964	6552
29.02	1 : 2 : 4 : 5-Tetrachlorobenzene	As in previous column	December 31, 1964	6556
29.02	Vinyl fluoride.	As in previous column	December 31, 1964	6551
29.08	Methyl vinyl ether	As in previous column	December 31, 1964	6548
29.08	1 : 2 : 3-Tri-(2-hydroxy-*n*-propoxy) propane	Tris hydroxy propyl glycerine	December 31, 1964	4448
29.13	Oestra-5 (10)-ene-3 : 17-dione.	19 Nor androsta 5 (10) ene 3 : 17 dione.	December 31, 1964	6541
29.29	*N* - Methyl - N^1 - *p* - *iso*-propylcarbamoylbenzyl-hydrazine hydrochloride	1 - Methyl - 2 - p - (isopropylcarbamoyl) benzyl-hydrazine hydrochloride	December 31, 1964	6531
29.35	2 - Amidino - 1 : 2 : 3 : 4 - tetrahydro*iso*quinoline sulphate.	3, 4 - Dihydro - 2 (1H)-isoquinoline carboxamidine sulphate.	December 31, 1964	6528
29.35	1 : 3 - Dihydro - 7 - nitro - 5 - phenylbenzo - 1 : 4 - diazepin-2-one.	1, 3-Dihydro-7-nitro-5-phenyl-1, 4-(2H)-benzodiazepin-2-one.	December 31, 1964	6530
29.35	2 : 2^1-Diquinolyl	As in previous column	December 31, 1964	6337
29.35	5 - (α-Hydroxy-α-2-pyridylbenzyl) - 7 - (α - 2 - pyridylbenzylidene) bicyclo [2 : 2 : 1] hept-5-ene - 2 : 3 - dicarboxyimide.	5 (α-Hydroxy-α-2-pyridylbenzyl) - 7 - (α - 2 - pyridylbenzylidene) norborn - 5 - ene - 2, 3, dicarboximide.	December 31, 1964	6533
29.36	5 : 6 - Dimethoxy - 4 - sulphanilamidopyrimidine.	4 - Sulphanilamido-5, 6-dimethoxy-pyrimidine.	December 31, 1964	6529

Imports of hops

IN Notice to Importers No. 1079 dated August 25, 1964, Import Licensing Branch of the Board of Trade announced that, as provided under Article 2 (1) of the Hops (Import Regulation) Order 1961 and after consultation with the Permanent Joint Hops Committee, the normal quota for imports of hops in the twelve months commencing September 1, 1964, has been fixed at 11,500 cwts. The Order does not restrict imports of hops which are both grown in and consigned from the Commonwealth or the Irish Republic.

The allocation of the quota will be based on brewers' import requirements as notified by them to the Permanent Joint Hops Committee. The Committee will inform each brewer of his agreed allocation and authorize his nominated importing merchant to submit his applications direct to the Board of Trade up to the total of his nominations.

Licences will be made valid for imports from September 1, 1964, to August 31, 1965. Should the English crop be insufficient to meet brewers' requirements of English type hops, supplementary licences may be granted.

Official Receiver in Bankruptcy — York

THE address of the official Receiver in Bankruptcy, York is now 2A Market Street, York. (Tel. York 54465).

New Books

Structure and Growth of the Portuguese Economy, by V. Xavier Pintado. Published by the European Free Trade Association (239 pages. 16s. 6d., by post 17s. 6d., from HM Stationery Office and Government Bookshops). Apart from occasional notes and data in the UN *Economic Bulletin for Europe*, the only generally accessible source of information on Portugal's economic problems has hitherto been the short-run analysis published annually by the Organization for Economic Co-operation and Development in its series of *Economic Surveys*. The last general study of the structure of the Portuguese economy by F. Pereira de Moura and others was published in 1954, and in any case was never translated from the Portuguese language. To fill this gap, the European Free Trade Association invited Dr. Pintado to examine in detail the economic structure and growth performance of Portugal which, although a member of both EFTA and OECD, must still be ranked among the world's poorer nations. The book opens with a comparison of Portugal's past economic performance with that of other countries. Subsequent chapters deal with investment and the use of labour; natural resources; the problems and future of Portuguese agriculture; the level of industrial development and the structure of industry; the growth of Portuguese industry since 1943, and the policies necessary to encourage future industrial growth. The final chapter discusses Portugal's foreign trade and balance of payments. The text includes 109 statistical tables, many of them based on the author's own research and containing information not available elsewhere. There is, however, neither a list of these tables, nor an index to the book as a whole.

European Timber Trends and Prospects, a new appraisal 1950-1975, prepared jointly by the Secretariats of the Food and Agriculture Organization of the United Nations and the United Nations Economic Commission for Europe (233 pages. 22s. 6d., by post 23s. 9d., from HM Stationery Office and Government Bookshops). This second study of European timber trends and prospects (the first was completed in 1953) represents an evaluation of the trends in production, consumption and trade between 1950 and 1960 and an appraisal of the possible situation in 1975. The present consumption of wood in housing, non-residential construction, the manufacture of furniture, railway sleepers, mining, etc. forms the basis of the study. Further sections deal with the primary processing industries, production and trade. In conclusion there is a summary of consumption up to 1960 and a discussion of the changing pattern of supply and the prospects for 1975 and later years.

Writing Technical Reports, by Bruce M. Cooper (188 pages. Penguin books, 3s. 6d.). This book is addressed to 'scientists and engineers whose job requires them to do more report writing than they like', but it has a considerable interest also for executives and others who meet the problems of expressing technicalities in their own fields. It examines the whole process of report writing, beginning with the question 'Why is this report being written?' and proceeding to an examination of the structure, layout and physical presentation of the finished work. A major portion of the book is devoted to a discussion on the use of English, style and the choice of words and phrases. The book concludes with a chapter on illustrations, and discusses various kinds such as graphs, electrical diagrams and isometric drawings. It includes both bibliography and index. Questions of preparing copy for the printer, the economics of various methods of reproduction, and the organization of a Publications department for technical writings are not included in this volume, and one must still turn to such larger works as *The Technical Writer*, by J. W. Godfrey and G. Parr (340 pages. 1959. Chapman and Hall, 45s.) for guidance on these points.

Agreement Establishing the African Development Bank. United Nations Economic Commission for Africa (38 pages. 4s., by post 4s. 8d., from HM Stationery Office and Government Bookshops). This is the full text of the agreement establishing the Bank. Membership is open to any African country which has the status of an independent State and 33 countries have subscribed to the authorized capital stock (among the main subscribers being Egypt, Algeria and Nigeria). Its purpose is to contribute to the economic development and social progress of its members, individually and jointly, by financing investment projects and development programmes giving priority to those affecting several members, and to schemes involving inter-regional and international co-operation.

Regional Development, by H. P. Lachman (30 pages. Free from the Department of Industries and Commerce, Wellington, New Zealand). This typescript pamphlet is largely the text of an address to senior staff of the New Zealand Department of Industries and Commerce given in November 1963 by the officer in charge of the Department's Regional Development Division. While dealing principally with the broader questions and with New Zealand's own problems, the text also glances briefly at recent experience in the United Kingdom, Australia, United States, France, Germany and Italy.

European Energy Problems, Statistical Addendum to Document 1463 of the Consultative Assembly, Revised edition, April 1964. Council of Europe (33 pages. 5s., by post 5s. 6d., from HM Stationery Office and Government Bookshops). Document 1463, *European Energy Problems*, published by the Council of Europe in 1962 (also available at 5s. from HM Stationery Office), contained a report of the Energy Sub-committee appointed by the Council to explore this wide subject, a series of studies of various types of energy prepared by the Secretariat-General of the Council, and draft recommendations presented by the Economic Committee. It included numerous statistical tables. The statistical tables in the report were first brought up to date by Document 1572, issued in October 1963 with the same title as the publication under review (5s., from H.M. Stationery Office), and have now been brought up to 1961, and in one or two cases 1962, with this new publication. Although a few of the tables are of interest in themselves, this is a supplement designed primarily to be used with the original Document 1463.

Policies for Prices, Profits and other Non-Wage Incomes. Organization for Economic Co-operation and Development (78 pages, 6s., by post 6s. 5d., from HM Stationery Office and Government Bookshops). In 1963 OECD published a report, *Policies for Price Stability* (47 pages, 5s., by post 5s. 5d., from HM Stationery Office), dealing with policies for incomes from employment. This second report is concerned with incomes from other sources – chiefly self-employment, rents and stocks and shares. Such types of income present problems of control, and governments try to influence prices rather than incomes. In this booklet there is an evaluation of the policies adopted by member governments of the Organization, with annexes considering in greater detail the techniques of price supervision and control, and the structure of incomes in certain of these countries.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index Value in base year, £m.	1958 19,949	1958 —	1958 16,034	1958 15,212	1958 15,212	1961 9,095	1958 3,478	1958 922	1958 688	1958 591	1958 1,205	series shown in £ million			
1959	103	105	106	105	104	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	115	111	100	129	130	135	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	128	119	130	140	124	+113	+ 33	+22	+40
1963	116	119	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962 4th quarter	113	115	130	124	114	101	126	111	127	137	124	+ 10	— 9	+ 9	+25
1963 1st quarter	112	113	129	124	113	101	115	104	126	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	128	109	128	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124	138	131	119	105	139	109	140	166	144	+147	+ 75	+28	+41
1964 1st quarter	120	126	141	133	120	106	144	115	143	176	151	+ 95	+ 94	— 4	+ 3
2nd quarter		126•				105									
1964 January	..	126	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..	126	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	126	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	126	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	126•	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	126•	..	..	..	104	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR					IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices														
Base of index Value in base year, £m.	Dec. 1958 ..	Apr. 1959 ..	Jan. 17, 1956 (Derived series from January 1963) —		1954 —	1954 —	Jan. 31, 1956 —	series shown in thousands						1958 3,748	1958 3,176	series shown in £ million
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962 4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963 1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	+ 6
1964 1st quarter	140	121•	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 62
2nd quarter	152•	126•	125·5	+2·8	107·9•	125·0•	147·4	355	— 90	—58	230	+48	+33	147	133	
1964 January	136	119•	123·0	+1·9	107·5	123·7	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February	137	121•	123·1	+1·2	108·2	123·9	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140	121•	123·6	+1·5	108·1	124·3	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	146•	123•	124·7	+2·0	108·1	124·8	146·7	394	— 19	—20	212	+10	+14	146	127	..
May	150•	126•	125·7	+2·9	107·6•	125·0•	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	152•	126•	126·2	+3·4	107·9•	125·1•	148·2	315	— 42	—33	251	+24	+13	152	132	..
July			126·2	+4·0	107·9•	125·2•	148·8	303	— 12	—15	250	— 1	+ 3	138	125	..
August								314•	+ 11•	+10	239•	—11•	— 9			

† NOT seasonally adjusted. • Provisional.

Index of industrial production for June

THE PROVISIONAL index of production for June 1964 prepared by the Central Statistical Office, is 126 (seasonally adjusted). There has been no significant change during the first half of the year in the index of production for all industries taken together and for most of the individual industries included in the index. This followed a period of very rapid growth in the second half of 1963; production in the three months April to June was 7 per cent higher than in April to June 1963.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries											
			Total all manufacturing industries	Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
1963	118·9	95	119·8	115	112	121	138	124	140	119	126	77	120	108
Unadjusted:														
1963 1st quarter	115	97	116	108	109	106	135	120	137	118	126	80	119	106
2nd quarter	119	98	120	118	112	129	140	127	142	119	124	78	125	107
3rd quarter	114	86	115	114	111	120	134	119	136	112	120	75	112	101
4th quarter	127	99	127	120	115	128	144	129	146	125	134	76	123	119
1964 1st quarter	128	100	128	110	108	115	150	131	153	127	135	76	128	122
2nd quarter (prov.)	129	97	132	120	112	134			157	130	137	75	135	124
1964 Apr.	130	97	131	116	109	130	155	140	157	129	133	76	139	125
May (prov.)	127	93	129	121	113	136	150	134	153	127	133	75	130	123
June (prov.)	131	100	134	122	115	136			160	135	145	74	135	125
Seasonally adjusted:														
1963 1st quarter	113	92	115	112	110	115	132	121	134	116	124	80	115	103
2nd quarter	118	95	118	114	110	120	138	125	140	116	124	78	117	105
3rd quarter	120	95	121	117	114	122	139	121	142	119	127	76	120	108
4th quarter	124	96	125	117	113	125	144	128	146	123	129	75	126	117
1964 1st quarter	126	97	128	116	110	127	147	133	150	126	135	76	125	120
2nd quarter (prov.)	126	95	128	115	110	123			153	126	134	75	125	121
1964 Jan.	126	96	128	115	110	124	147	128	150	127	136	76	128	119
Feb.	126	97	128	116	109	129	148	137	150	126	135	77	124	120
Mar.	126	97	127	116	110	128	147	133	150	125	134	76	124	122
Apr.	126	96	127	113	108	123	150	139	152	126	133	76	129	122
May (prov.)	126	94	128	117	111	126	149	132	152	127	137	75	124	120
June (prov.)	126	96	127	115	111	121			154	124	133	74	124	120
Jan.-Mar. (av.)	126	97	128	116	110	127	146*	131*	150	126	135	76	125	120
Apr.-June (av.) (prov.)	126	95	128	115	110	123	149*	134*	153	126	134	75	125	121

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
Unadjusted:															
1963 1st quarter	109	107	119	111	108	101	118	116	111	122	90	123	123	100	162
2nd quarter	112	110	118	110	108	98	115	131	136	123	113	129	127	124	118
3rd quarter	107	106	112	108	103	91	120	129	135	119	120	118	120	127	107
4th quarter	123	122	126	121	120	105	127	143	143	143	127	140	133	131	145
1964 1st quarter	127	126	133	120	116	104	128	142	146	136	119	139	133	129	161
2nd quarter (prov.)		133		117	116		122	148	154	137	130	144			122
1964 Apr.	131	129	138	121	119	106	128	148	154	139	127	147			139
May (prov.)	133	133	132	115	114	101	119	146	153	135	125	142			114
June (prov.)		135		115	115		118	149	157	136	137	142			113
Seasonally adjusted:															
1963 1st quarter	107	104	116	108	106	97	114	117	113	122	99	121	123	102	137
2nd quarter	109	107	116	111	109	98	119	128	133	119	112	126	123	124	129
3rd quarter	114	113	119	114	111	99	121	134	138	127	117	129	126	127	130
4th quarter	121	120	123	116	113	102	126	141	143	139	120	135	131	131	133
1964 1st quarter	124	122	132	120	117	103	126	144	150	135	131	140	135	131	137
2nd quarter (prov.)		128		117	114		125	142	148	133	126	137			134
1964 Jan.	119	116	132	121	118	102	130	146	148	142	135	140	135		134
Feb.	127	127	129	120	117	103	127	144	152	132	129	141	135		136
Mar.	127	125	134	118	117	104	122	142	149	132	128	139	135		142
Apr.	126	124	134	117	115	102	124	144	149	136	128	137			142
May (prov.)	131	130	134	117	114	100	124	140	149	125	124	136			123
June (prov.)		130		116	113		127	143	146	137	126	137			137
Jan.-Mar. (av.)	123*	122	129*	120	117	102*	126	144	150	135	131	140			137
Apr.-Jun (av.) (prov.)	128*	128	134*	117	114	102*	125	142	148	133	126	137			134

* Latest available three months (March-May) and previous three months (December-February).

Orders, deliveries, production and exports in the engineering industries

THE FIRST ESTIMATES indicate a further rise in June in new orders received in industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

Later information on export orders on hand and deliveries in May shows a larger increase than was indicated by the first estimates a month ago and net new orders have consequently been revised upwards. Monthly movements in this series are, however, erratic and taking May and June together net new export orders were about a quarter higher than during the same period in 1963. For the second quarter as a whole the increase on a year earlier was 15 per cent. New orders for the home market were an eighth higher in the months May and June taken together and almost a quarter higher in the second quarter than during the corresponding periods in 1963. Making allowance for the loss of output over Whitsun which last year fell in June, export deliveries in June this year were much the same as in the corresponding month of 1963 while home deliveries were larger. In the three months ending June, home deliveries rose by 14 per cent compared with the same period a year earlier; export deliveries were only 3 per cent higher and, making allowance for seasonal factors, have shown little change since the beginning of 1963. Order books lengthened further during June. At the end of the month home orders on hand were a quarter higher and export orders on hand a fifth higher than in June 1963. The different course over the last year of deliveries to the home and export markets, despite the marked increase in orders on hand in each case, seems to reflect the different commodity pattern of home and export order books.

It is provisionally estimated that production in the engineering and electrical goods industries in June was a tenth higher than in June last year, the same rate of increase compared with a year earlier as in the second quarter taken as a whole. In the first three months of this year the overall increase on a year earlier had been 7 per cent.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182).

A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Table 2 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Engineering industries (a)

Table 1 : Index numbers of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1963	135	139	126	144	143	134	131	137	123
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter	123	138	123	128	146	133	121	135	120
3rd quarter	130	140	120	136	146	124	128	137	119
4th quarter	135	145	133	144	159	139	131	139	131
1964 1st quarter	140	146	134	143	134	136	138	150	133
2nd quarter*	152	167	136	156	167	137	151	167	136
1963 January	115	116	112	127	108	125	111	119	108
February	118	146	127	125	129	144	115	153	122
March	117	134	140	123	129	150	115	136	137
April	120	136	113	128	168	128	117	125	108
May	122	140	125	128	136	134	120	141	121
June	123	139	133	126	133	137	121	141	132
1964 January	136	131	125	142	113	130	133	138	124
February	137	149	138	142	145	143	135	150	137
March	140	159	139	143	144	137	138	164	140
April*	146	179	134	147	161	136	146	185	134
May*	150	160	130	151	158	133	150	165	130
June*	152	163	145	156	183	142	151	151	145

* Provisional.
(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

(*Continued on next page*)

Table 2: Engineering and electrical goods industries (S.I.C. Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)			
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market	
	1958 = 100			1961 = 100	December 1958 = 100			
1958	100	100	100	81	100	100	100	1958
1959	105	103	110	82	101	102	101	1959
1960	114	112	116	91	119	121	118	1960
1961	121	122	120	100	122	127	120	1961
1962	123	122	126	100	118	130	114	1962
1963	126	122	134	106	139	145	137	1963
1963 1st quarter	126	123	131	111	121	124	119	1963 1st quarter
2nd quarter	124	120	131	111	127	130	126	2nd quarter
3rd quarter	120	116	129	97	135	139	134	3rd quarter
4th quarter	134	128	146	107	139	145	137	4th quarter
1964 1st quarter	135	132	141	112	143	144	143	1964 1st quarter
2nd quarter	137*	..	..	111	156*	156*	156*	2nd quarter
1963 January	114	111	120		119	128	115	1963 January
February	125	122	131		121	127	119	February
March	139	137	142		121	124	119	March
April	114	110	121		124	130	122	April
May	126	123	133		126	130	125	May
June	132	128	138		127	130	126	June
1964 January	128	123	137		140	144	139	1964 January
February	138	135	145		141	144	140	February
March	138	138	140		143	144	143	March
April	133*	..	..		149*	148*	150*	April
May	133*	..	..		153*	152*	154*	May
June	145*	..	..		156*	156*	156*	June

* Provisional.
(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices, of orders held in these industries.

EXPORT DRIVE

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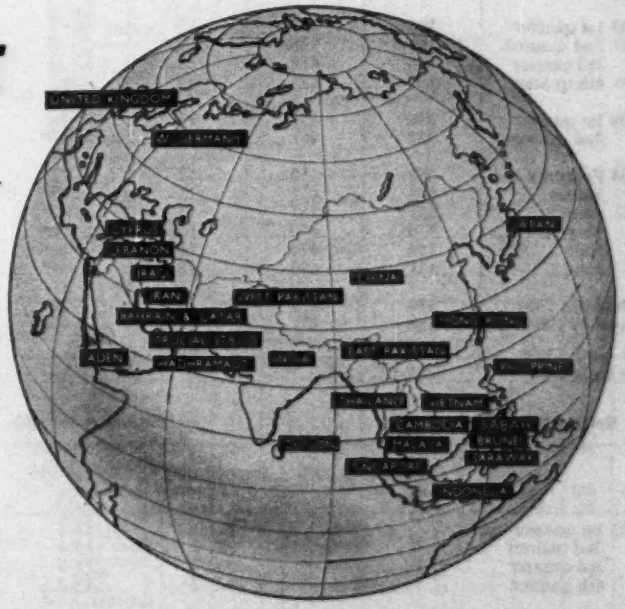

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United Kingdom trade in July

OVER THE FIRST SEVEN MONTHS of this year exports were 5 per cent up on the same period of 1963 and 3 per cent up on the average for 1963 as a whole.

There has, however, recently been a pause in their growth: the run of figures suggests that this began after the first quarter and followed the marked rise over the previous six months or so. In the three months May-July exports averaged £350 million a month (seasonally adjusted), 3 per cent less than in the previous three months. This probably exaggerates the extent of the fall, partly because the large erratic movements in the monthly figures resulted in a misleadingly large total in the period February to April and to a minor extent because the postmen's strike in July led to some delay in the recording of trade in that month. The strike affected the figures for both exports and imports; and while the extent of the effects must be uncertain it is most unlikely to have been sufficient to account fully for the low figures in July.

The growth in exports in the early part of the year to the Sterling Area and Common Market has been reversed in recent months and there has been a sharp fall in exports to primary producers classified as 'Rest of World'. Exports to North America after slipping back early this year, have since remained level. Commodity-wise, exports of manufactures as a whole, which were increasing at a moderate pace until early this year, have since fallen back, with a decline in the very important machinery and transport equipment group, to which the chief contributors have been ships, aircraft and cars. There have also been substantial declines in recent months in exports of certain non-manufactures, notably mineral fuels, but also whisky and wool.

The level of imports has remained high, but the rate of growth of imports has slowed down greatly this year. In the last three months they averaged £451 million a month (seasonally adjusted), £1 million a month less than in the previous three months. This comparison is affected to some extent by the postal strike which reduced the July figure by a limited amount. Over the first seven months of the year imports were 16 per cent up on the corresponding period of 1963 and 13 per cent up on the average for 1963 as a whole.

The slowing down in the growth of imports this year has been in both industrial materials and finished manufactures. Each of these categories was growing strongly last year and early this year, but they each have shown little change in recent months. Imports of fuels were declining in the second half of last year; they rose

United Kingdom trade

A. Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1962	316	374	13	— 6
1963	340	402	13	— 4
1963 1st quarter	328	375	12	+ 7
2nd quarter	336	396	13	— 2
3rd quarter	346	412	13	— 9
4th quarter	350	423	13	—11
1964 1st quarter	356	453	12	—36
2nd quarter	352	461	13	—45*
1964 February	369	450	12	—17
March	373	451	13	—17
April	337	457	13	—54*
May	370	450	13	—19*
June	348	474	12	—62*
July	331	430	13	—39*
Feb.-April 1964	359	453	13	—29*
May-July 1964	350	451	12	—40*

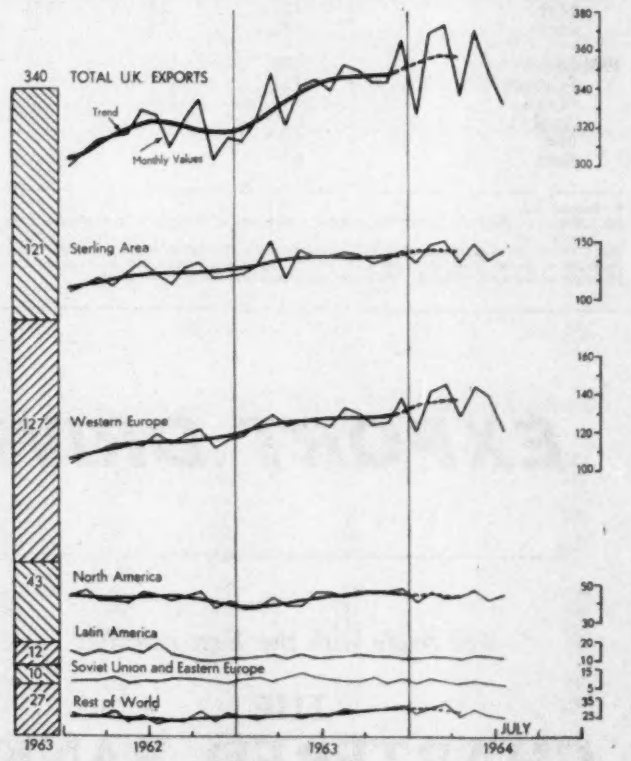
* Estimated.

B. Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
4th quarter	359·0	427·2	13·2
1964 1st quarter	360·1	460·4	12·8
2nd quarter	363·6	465·8	13·1
July	327·9	451·6	11·4

United Kingdom exports: areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1963			1964						
	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	Feb.-Apr.	May-July	May	June	July
Sterling Area	120	123	122	126	122	126	124	128	120	124
Western Europe	125	129	129	136	137	138	134	143	139	120
Economic Community	69	70	70	72	73	75	71	76	74	62
Free Trade Assocn. (inc. Finland)	45	47	48	50	53	50	51	55	54	45
North America	41	45	47	44	45	44	45	47	42	44
Latin America	12	12	12	12	12	12	12	13	12	11
Soviet Union and Eastern Europe	12	9	10	9	9	9	8	9	8	7
Rest of World	26	28	30	30	27	30	27	29	26	25
Total	336	346	350	356	352	359	350	370	348	331

again in the early months of 1964, but this upward movement now seems to have stopped. Imports of food were rising for much of last year but have fluctuated widely this year.

The trade deficit remains substantial but has been increasing much more slowly than early in the year. The deficit in July was £39 million, about the same as the monthly rate for the first half of the year. In the first quarter it was £36 million a month and in the second £45 million a month. In the fourth quarter of 1963 it was £11 million a month and for the year as a whole £4 million a month.

Area pattern of exports

Exports to the Sterling Area continued to rise earlier this year but fell back in the last three months by 2 per cent (£2 million a month) compared with the previous three months. Exports to Australia continued their recovery and there was further growth in exports to the Irish Republic, but exports to South Africa have steadied after a period of growth and exports to India, which were stable until the first quarter, have now turned down.

Exports to Western Europe also fell in the last three months after an expansion earlier in the year. In the last three months they were 3 per cent less (£5 million a month) than in February to April. The reduction was in exports to the Common Market which had increased in the early months of the year. A further and sharper fall in exports to France and Italy accounted for this change of trend. There was a further increase in exports to Western Germany which have recovered this year after declining in 1963. Exports to EFTA continued to grow. They were 2 per cent more (£1 million a month) than in the previous three months, the main increase again being in exports to Sweden. Exports to the rest of Western Europe increased at the beginning of the year but there has since been little change.

Exports to North America fell back early this year but there was no further change in the last three months. Exports to Canada continued to recover gradually while exports to the United States continued to decline though at a slower rate.

Exports to Latin America have not changed much since the second half of 1963.

There was a further reduction in the last three months in exports to the Soviet Union and Eastern Europe, after they had appeared to be levelling out late last year.

Exports to the rest of the world continue to decline. Within this total exports to Japan recovered somewhat, though they are not yet back to the rate reached at the end of 1963.

Commodity pattern of exports

In the last three months exports of manufactures, which had been growing continuously, fell back. They were 2 per cent less (£6 million a month) than in the previous three months. The change of trend was largely in exports of machinery and transport equipment; in particular there was a substantial reduction in the last few months in exports of ships, aircraft and cars. Exports of semi-manufactures continued to increase; exports of chemicals remained steady but there was a further rise in textiles and metals.

Exports of non-manufactured goods were rising strongly last year, but they fell back in the first half of 1964. The major reduction was in exports of oil, which are now considerably below the high rates reached in the middle of 1963. There was some reduction in the last three months in exports of basic materials, partly in wool, reflecting lower prices. Exports of food, however, continued to increase.

Commodity pattern of imports

The cost of food imports rose strongly in the first nine months of 1963, mainly the result of higher prices. They have since fluctuated. In the last three months they were 2 per cent more (£2 million a month) than they were in the previous three and a little more than in the third quarter of last year. Imports of meat have grown strongly in the last nine months as prices rose; in the period May-July they were nearly one-fifth higher than the average for the year 1963. Imports of dairy produce have remained high after the rapid rise in the early part of last year. Imports of cereals and animal feeding stuffs and of fruit and vegetables have declined from the high rates in the second half of last year.

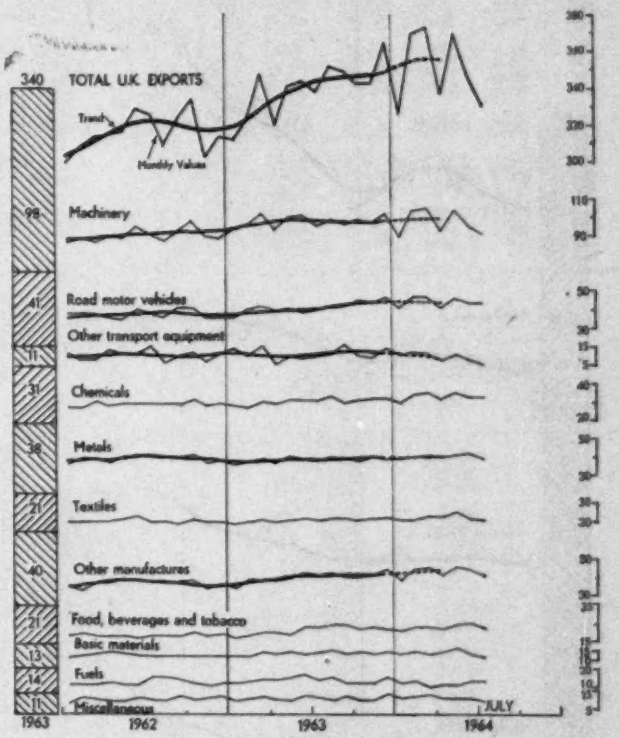
The growth of imports of industrial materials which was particularly rapid at the turn of the year has since slowed down. In the last three months they were 1 per cent less (£1 million a month) than in the previous three. In this category imports of basic materials stopped growing early this year and were falling in the last few months whilst imports of semi-manufactures continued to grow but more slowly.

Imports of fuels continue at the high rate reached in the early months of the year.

Imports of finished manufactures have grown more slowly recently than the high rate at the turn of the year. In the last three months they were, in fact, 1 per cent less (£1 million a month) than in the previous three but this is more than accounted for by the arrival of a large ship in March which inflates the figures for the earlier period. Imports of machinery continued to grow but much more slowly; they were 2 per cent more (£1 million a month) in the last three months compared with February to April. Imports of consumer goods continue to increase though here again the

United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1963			1964						
	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	Feb.-Apr.	May-July	May	June	July
Food, beverages and tobacco	21	24	22	22	23	23	24	24	25	23
Basic materials	14	14	14	13	14	14	13	16	13	11
Fuels	15	14	13	12	12	11	11	11	13	9
Manufactures	276	285	290	293	291	297	291	308	288	279
Machinery and transport equipment	146	151	156	157	150	157	150	161	146	143
Machinery	98	97	100	100	97	101	97	104	96	92
Road motor vehicles	40	41	45	45	44	45	44	46	44	44
Other transport equipment	8	13	11	11	9	10	8	11	8	6
Chemicals	31	31	32	33	33	34	34	35	33	33
Metals and misc. metal mfrs.	38	39	39	40	41	41	41	41	42	39
Textiles	21	22	22	22	23	22	23	25	22	21
Other mfrs.	40	41	42	42	43	44	43	45	44	41
Miscellaneous	11	11	11	12	11	12	11	11	11	10
Total	336	346	350	356	352	359	350	370	348	331

increase in the last three months seems to have been less than the rate of growth earlier in the year.

Sources of imports

Imports from the main areas of the world have broadly followed the course of total imports, rising strongly during 1963 and more slowly this year. There have been some variations, however. The growth of imports from the sterling area was arrested after the third quarter last year. Growth was resumed again in the first half of this year and continued in recent months. Imports from Western Europe expanded strongly last year. The rate of increase was slowing down earlier this year and in the last three months these imports were 5 per cent less than in the previous three. A large part of the recent reduction was in imports from EFTA countries.

Imports from North America have continued to increase though at a slower rate this year than last. In the last three months they rose 2 per cent. The strong rise in imports from Canada continued in recent months but imports from the United States seem to be flattening.

Imports from Latin America have been falling after a sharp rise in the first quarter. Imports from the Soviet Union and Eastern Europe have continued to increase this year though at a slower rate than in 1963. From the rest of the world (mainly non-sterling primary producers but including, also, Japan) imports have been falling since the first quarter after a strong rise in the previous nine months.

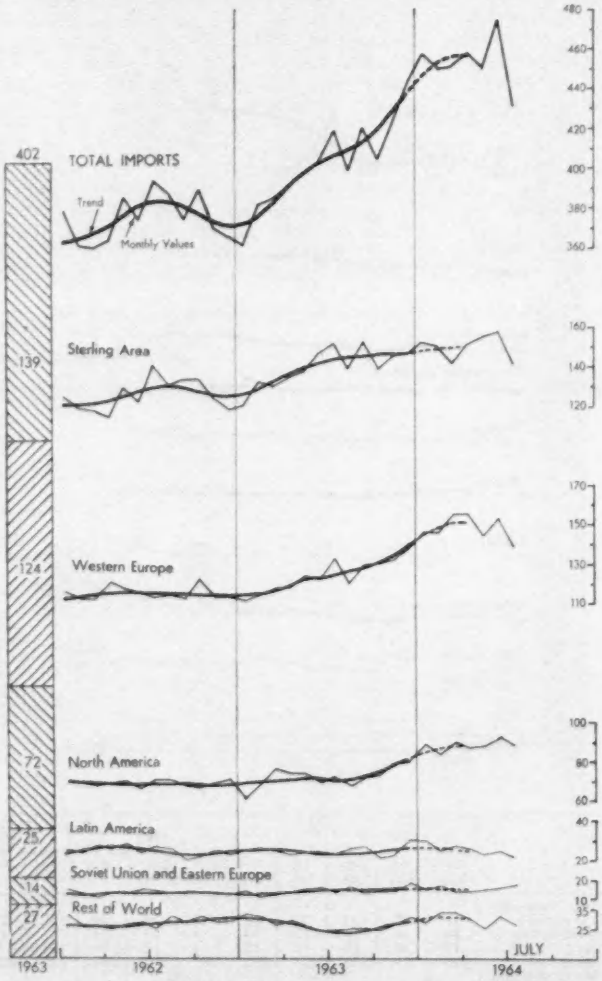
Notes:

Seasonal adjustments

The seasonal adjustments are amended periodically to take into

Imports: areas

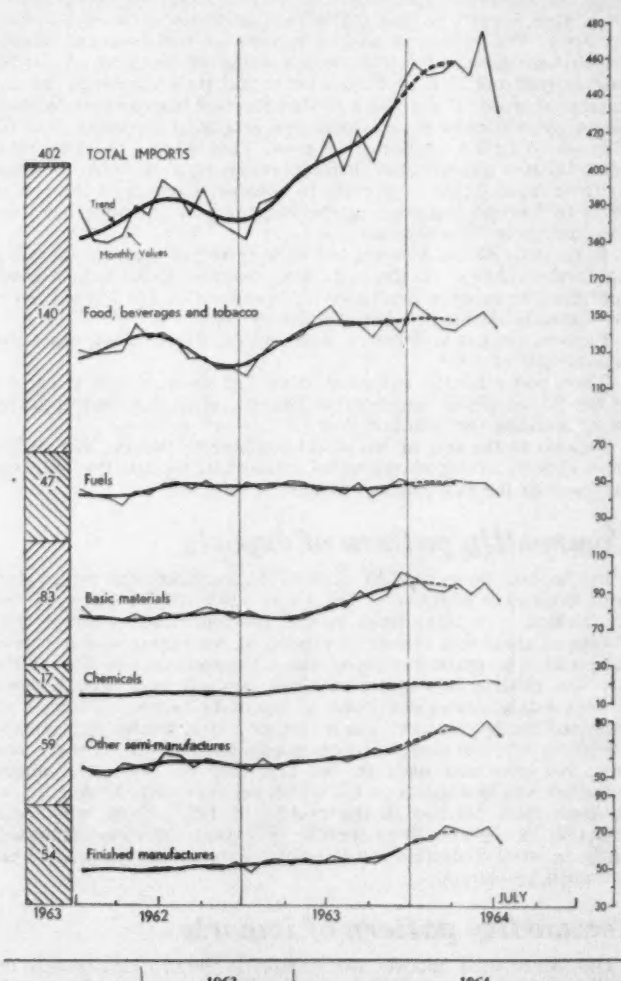
Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1963			1964						
	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	Feb.-Apr.	May-July	May	June	July
Sterling Area	139	147	143	147	154	147	150	155	157	140
Western Europe	121	127	134	149	151	152	145	144	153	138
North America	73	71	78	88	89	87	89	88	92	88
Latin America	24	26	25	27	24	26	23	23	25	21
Soviet Union and Eastern Europe	15	15	15	16	15	15	16	15	16	17
Rest of World	26	25	27	32	29	32	28	25	32	27
Total	396	412	423	453	461	453	451	450	474	430

Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1963			1964						
	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	Feb.-Apr.	May-July	May	June	July
Food, beverages and tobacco	141	148	143	150	147	145	147	148	152	143
Fuels	49	46	46	48	50	49	47	49	49	43
Basic materials	77	85	91	93	93	92	90	89	95	86
Chemicals	17	18	19	20	21	20	21	21	22	20
Other semi-manufactures	58	60	64	73	76	76	75	72	80	72
Finished manufactures	54	55	57	68	71	70	69	69	73	65
Miscellaneous	2	2	2	1	1	1	2	2	1	3
Total	396	412	423	453	461	453	451	450	474	430

account the most recent experience. The seasonally adjusted values shown in this article incorporate some revisions made to figures previously published. Mostly these revisions are minor; the most important is an increase in the seasonally adjusted value of exports to Western Europe in the first quarter of this year. Seasonally adjusted figures for periods previous to those shown in the tables below the charts can be supplied. Application should be made to: The Statistics Division (Seasonal Adjustment), Board of Trade, Room D53, Hillgate House, 35 Old Bailey, London, E.C.4.

Detailed particulars of United Kingdom imports, exports and re-exports were published on August 27*, and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for September† due to be published on or about September 25.

Trade balance

The figures for the trade balance are on the same basis as the quarterly estimates of the visible balance that appear in the full balance of payments accounts. These figures are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments for example, in allowance for goods not covered by the Trade Accounts and for the valuation of sugar in the Accounts at the world price rather than, for much of the sugar imported, at the Commonwealth Agreement price.

* Accounts relating to the Trade and Navigation of the United Kingdom, July 1964, H.M. Stationery Office. Price 30s., by post 31s.
† Report on Overseas Trade published by H.M. Stationery Office. Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

FBI on July provisional trade figures

THE FEDERATION of British Industries issued the following statement when the provisional trade figures were announced on August 19: 'The export figures are extremely puzzling. They are not consistent with the expectations and reports of actual performance shown by the FBI's recent industrial trends surveys, nor can they be reconciled with the buoyancy of business activity and employment except on the footing of very serious over-heating in the home market, which the available evidence does not indicate. The FBI will immediately set in hand a pilot survey amongst large industrial exporters to see if light can be thrown on these discrepancies.'

Business Monitor: Production Series

THE following titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:
Internal Combustion Engines for May 1964.
Railway Carriages and Wagons for May 1964.
Clothing for June 1964.
Footwear for June 1964.
Industrial Fork-lift and Works Trucks and Tractors for June 1964.
Paper and Paper-making Materials for June 1964.

Quarterly at 7s. 6d. a year, post free:
Carpets and Rugs for March-May 1964.
Perambulators, Bed Folders and Push Chairs for April-June 1964.

HINTS TO BUSINESS MEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F.57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

Production of cars and commercial road vehicles in July

THE FOLLOWING table shows figures of production of road vehicles for periods up to and including July 1964, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolleybuses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1960	52	1,352,728	26,014	438,924	8,441	19,048	366
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1962 1st quarter	13	327,407	25,185	107,682	8,283	4,269	328
2nd quarter	13	331,820	25,525	101,671	7,821	3,862	297
3rd quarter	13	289,060	22,235	92,818	7,140	3,941	303
4th quarter	13	301,139	23,165	106,343	8,180	4,518	348
1963 1st quarter	13	382,203	29,400	97,431	7,495	4,985	383
2nd quarter	13	420,896	32,377	96,589	7,430	4,607	354
3rd quarter	13	366,229	28,171	88,727	6,825	3,884	299
4th quarter	13	438,611	33,739	102,970	7,921	4,588	353
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
1963 May	4	134,902	33,726	30,839	7,710	1,515	379
June	5	165,077	33,015	38,633	7,727	1,894	379
July	4	94,101	23,525	24,346	6,086	1,211	303
1964 May	4	153,209	38,302	35,279	8,820	1,180	295
June	5	200,674	40,135	46,527	9,305	1,746	349
July	4	88,678	22,170	20,390	5,145	841	210

Exports

Number

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses, coaches and trolleybuses
1960	569,889	139,134	6,391
1961	370,744	160,046	6,913
1962	544,924	140,789	7,419
1963	615,827	150,654	7,662
1962 1st quarter	141,762	36,236	2,011
2nd quarter	146,500	38,205	2,008
3rd quarter	130,262	32,004	1,636
4th quarter	126,400	34,344	1,764
1963 1st quarter	150,305	36,944	1,882
2nd quarter	156,372	39,926	2,133
3rd quarter	142,178	34,289	1,837
4th quarter	166,972	39,495	1,810
1964 1st quarter	183,470	42,576	1,965
2nd quarter	182,725	41,222	1,734
1963 May	56,029	14,284	716
June	47,539	12,276	761
July	52,978	12,837	685
1964 May	66,432	15,556	651
June	58,222	13,431	563
July	59,748	12,566	581

Note:

There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

Index of retail prices for July

THE MINISTRY OF LABOUR announced on August 21, that at July 14, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (take as 100), was 107·4, the same figure as at June 16.

International tourism 1963

Travel credits and debits

EXPENDITURE BY OVERSEAS VISITORS in this country is estimated to have increased from £192 million in 1962 to £199 million in 1963. Expenditure by United Kingdom residents visiting overseas countries increased from £212 million to £244 million in the same years.

The number of visits by overseas visitors to the United Kingdom (including visits by residents of the Irish Republic to Great Britain) increased by about 14 per cent from 2,400,000 in 1962 to 2,800,000 in 1963. Because the average expenditure per visit to this country declined, particularly in the case of United States residents and overseas British subjects and Commonwealth citizens, total travel credits are estimated to have increased by just under 4 per cent.

The number of visits abroad by United Kingdom residents (including visits from Great Britain to the Irish Republic but excluding day trips) rose by about 10 per cent. On average more was spent on each visit – the 10 per cent increase by United Kingdom residents travelling on the short sea routes is particularly noticeable – with the result that total travel debits have increased by 15 per cent.

The new estimates for 1963 – credits of £199 million and debits of £244 million – replace the provisional figures for 1963 published quarterly in *Economic Trends* from September 1963 onwards which were based on the number of travellers and could not take account of the information now available about changes in expenditure per head.

International passenger survey

The Survey has, amongst other things, made possible a more accurate assessment of the large travel credits and debits in the United Kingdom Balance of Payments. It covers the routes used by 80 per cent of overseas visitors to this country, and 77 per cent of United Kingdom residents' visits abroad. The principal omission is traffic between the United Kingdom and the Republic of Ireland, which accounts for 12 per cent of oversea visits here and 19 per cent of our visits abroad. The Central Statistics Office for the Republic of Ireland provides estimates of travel debits and credits for this traffic, also based on sample inquiries. The long sea routes, which account for 5 per cent of visits to this country will be covered by the Survey for 1964.

The comments following are based on information derived from the International Passenger Survey.

The tourist market

'Travel' in the Balance of Payments does not include fares – the generally accepted international standard classification for Balance of Payments purposes includes passenger fares with 'Other Transportation'. Passengers unable to distinguish the cost of their fares from the cost of accommodation and their other expenditure abroad are described as passengers travelling on 'inclusive tours' in this survey. The proportion of United Kingdom holiday visits to Western Europe which were 'inclusive tours' remained virtually the same at 43·5 per cent in 1962 and 42·5 per cent in 1963. The proportion of the residents of Western Europe on holiday visits which were 'inclusive tours' fell from 10 per cent to 8 per cent. The proportion of North American holidaymakers leaving Britain on the air or short sea routes who were on 'inclusive tours' increased marginally from 27 per cent to 28 per cent in these two years.

These figures are some indication of the exploitation of the tourist market by travel agencies and the carriers. This is particularly noticeable for air traffic, where more than 50 per cent of United Kingdom holidays to Western Europe are 'inclusive': this compares with only 8 per cent of the Western Europe holidays in this country.

Purpose of visit

Another aspect of the air traffic to and from this country which deserves attention is the effect of the purpose of travel on the seasonal composition of the travel market. Just over a third of West European residents' visits to this country by air have a holiday as their principal purpose, whereas nearly three-quarters of United Kingdom visits to Western Europe are for holidays. Just under half the West European visits by air are for business purposes, and as a result they tend to be spread more evenly through the four quarters of the year. The total number of completed visits by West Europeans during the third quarter is less than double the average number for the two winter quarters, whereas for United Kingdom residents travelling by air, the number of visits to West Europe during the third quarter is nearly five times as large as the average of the two winter quarters. The comparable figures for the short sea traffic, where business visits form a much smaller proportion of the whole, show that four times as many West Europeans visit the United Kingdom in the third quarter compared with the two winter quarters; and ten times as many United Kingdom residents visit Europe in the third quarter compared with the two winter quarters. Business is the purpose of 10 per cent of the travellers by sea from Western Europe, compared with only 4 per cent of United Kingdom residents' visits to Western Europe.

Reliability of results

The tables give the result of the survey, in which the figures for 1962 and 1963 can be compared. The figures are thought to give a fair picture of changes in the pattern of travel, but it will be appreciated that they are subject to the usual sampling errors. Not all air and short sea routes can be surveyed at all times and some routes indeed carry so little traffic that they are not surveyed at all. Assumptions have been made about the composition of the traffic missed, but the coverage of the routes surveyed has increased from 86 per cent to 88 per cent between 1962 and 1963. Despite uncertainty about some of the answers to questions posed by interviewers and the fact that passengers may not always recall their expenditure precisely, there seems little reason to question the broad results of the Survey.

Nearly a quarter of the passengers in this Survey are travelling on 'inclusive tours' and in order to estimate travel debits and credits an appropriate allowance has been made for their expenditure.

Survey method

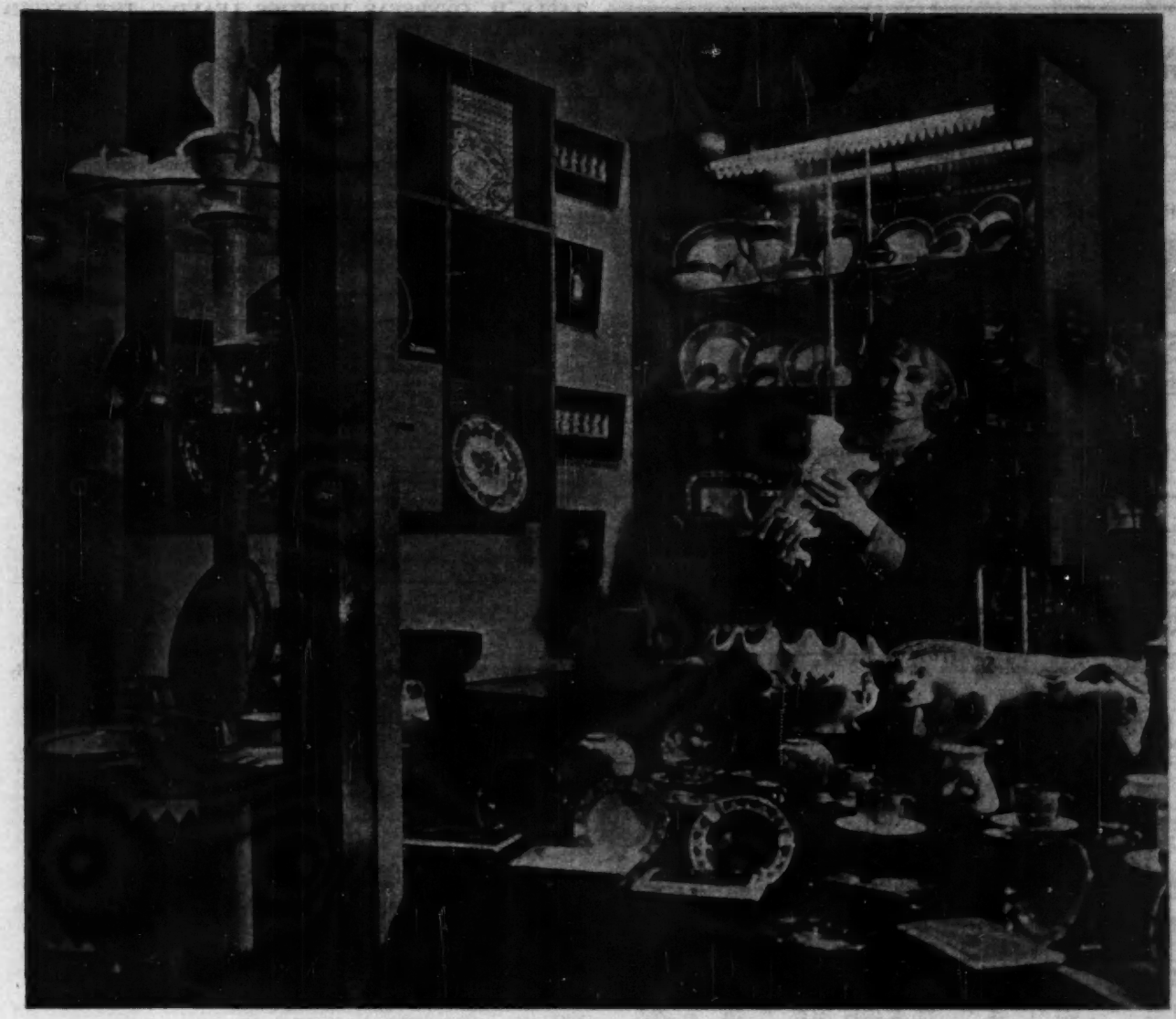
The new system of interviewing passengers travelling on the short sea routes to the continent of Europe, and on the air routes to the continent and beyond, was explained in the *Board of Trade Journal* for August 23, 1963. The system was extended to the long sea routes at the end of 1963, and information derived from this extension will be used in later years. The Board of Trade is grateful to all who have co-operated to make the Survey a success, not least the travelling public who continue to try to give all the information asked of them. Over 170,000 successful interviews have been held during the year. As from the fourth quarter of 1963 the proportion of passengers leaving the United Kingdom on the long air routes who have been interviewed has increased from 4 per cent to nearly 7 per cent, in order to obtain more reliable information about emigration from this country. (This information will be used by the General Register Office in the estimates of migration to and from England and Wales, to be published annually in the *Quarterly Return* for the third quarter.)

(*Tables on page 446*)

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.



Tourists are Spenders

Tourists are spenders. And more than 2 million of them now come to Britain each year. In 1964 they will pay more than £300 million upon travel to Britain in British ships and planes, and upon travel, accommodation, food, drink, entertainment, sightseeing and shopping *in* Britain. By 1970—in only seven years' time—the volume and value of this traffic is expected to have doubled.

And, tourists are spenders whose spending benefits *everyone.* Not just transport operators, and hoteliers, restaurateurs, theatre operators and shopkeepers—but those who build, fuel and service planes and trains, cars and coaches and who build, equip and supply hotels, restaurants and shops. Whatever your business, whatever goods or services you sell, tourism is important to you.

Established to promote tourism to Britain—and equipped to help *you* obtain a share of tourist spending—is The British Travel and Holidays Association . . . Britain's national tourist office.

★ *For guidance and assistance in campaigning for tourist business, get in touch with the British Travel and Holidays Association at 64 St. James's Street, London, S.W.1.*

TABLE I. UNITED KINGDOM RESIDENTS RETURNING TO THE UNITED KINGDOM BY AIR

(other than from the Irish Republic)
1962 and 1963 Calendar Years
1962 figures have been revised

1. United Kingdom residents analysed by country visited

Country of departure of aircraft	Numbers (000)		Expenditure (£ million)	
	1962	1963	1962	1963
North America	84	90	8·9	10·1
France	446	499	21·9	24·9
Western Germany	108	129	4·3	5·1
Italy	161	202	10·1	13·0
Benelux	359	361	12·7	12·0
Other Western Europe	475	567	26·2	32·2
Western Europe	1,549	1,758	75·2	87·2
Other non-sterling area	21	26	2·5	2·6
Overseas sterling area	73	68	6·1	6·0
TOTAL ALL COUNTRIES	1,727	1,942	92·7	105·9

2. United Kingdom residents analysed by area visited (quarterly figures)

Numbers (000)

	1962 Quarters					1963 Quarters				
	I	II	III	IV	Year	I	II	III	IV	Year
North America	15	16	30	23	84	14	19	34	23	90
Western Europe	180	406	770	193	1,549	176	487	890	205	1,758
Overseas Sterling Area	16	21	22	14	73	18	18	18	14	68
TOTAL ALL AREAS*	215	451	827	234	1,727	212	527	951	252	1,942

* Including other non-sterling area countries.

3. United Kingdom residents analysed by purpose of visit (quarterly figures)

	Quarters	Holiday	Business	Other	Total All Purposes
Numbers (000)					
1962	I	111	76	28	215
	II	311	102	38	451
	III	704	86	37	827
	IV	109	94	31	234
Year		1,235	358	134	1,727
1963	I	101	86	25	212
	II	353	133	41	527
	III	809	90	52	951
	IV	105	117	30	252
Year		1,368	426	148	1,942
Expenditure (£ million)					
1962		60·3	23·3	9·1	92·7
1963		69·5	27·8	8·6	105·9

4. United Kingdom residents returning from Western Europe analysed by purpose of visit

Main purpose	Numbers (000)		Expenditure (£ million)	
	1962	1963	1962	1963
Holiday	1,142	1,275	54·4	62·8
Business	306	371	15·2	18·7
Other	101	112	5·6	5·7
TOTAL ALL PURPOSES	1,549	1,758	75·2	87·2

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

TABLE II. OVERSEAS VISITORS LEAVING THE UNITED KINGDOM BY AIR

(other than visitors whose main purpose was transit or employment. Day trips and visitors from the Irish Republic are excluded)

1962 and 1963 Calendar Years

1962 figures have been revised.

1. Overseas visitors analysed by country of permanent residence

Country of permanent residence	Number of visits (000)				Expenditure (£ million)	
	All visitors		British subjects and Commonwealth citizens (included in previous columns)			
	1962	1963	1962	1963	1962	1963
United States	347	398	28	31	29·1	29·3
Canada	97	112	93	108	8·0	8·7
North America	444	510	121	139	37·1	38·0
France	112	146	15	15	4·7	5·4
Western Germany	86	102	15	18	3·4	4·0
Italy	34	43	4	5	2·5	3·1
Benelux	90	111	9	10	3·0	3·8
Other Western Europe	132	156	13	17	7·9	9·8
Western Europe	454	558	56	65	21·5	26·1
Other non-sterling areas	128	140	22	24	15·2	14·9
Overseas sterling area	164	176	142	153	27·6	27·1
TOTAL ALL COUNTRIES	1,190	1,384	341	381	101·4	106·1

2. Overseas visitors analysed by area of permanent residence (quarterly figures)

Number of visits (000)

Year	Quarters	Area of permanent residence					British subjects and Commonwealth citizens (included in previous columns)
		North America	Western Europe	Other non-sterling	Overseas sterling	Total All Areas	
1962	I	58	75	18	24	175	57
	II	101	116	30	34	281	73
	III	201	154	51	64	470	135
	IV	84	109	29	42	264	76
Year		444	454	128	164	1,190	341
1963	I	59	89	20	30	198	64
	II	138	157	34	40	369	88
	III	223	187	52	65	527	145
	IV	90	125	34	41	290	84
Year		510	558	140	176	1,384	381

3. Overseas visitors analysed by purpose of visit (quarterly figures)

	Quarters	Holiday	Business	Other	Total All Purposes
Numbers (000):					
1962	I	62	74	39	175
	II	130	99	52	281
	III	289	97	84	470
	IV	109	99	56	264
Year		590	369	231	1,190
1963	I	78	80	40	198
	II	163	122	84	369
	III	315	112	100	527
	IV	113	113	64	290
Year		669	427	288	1,384
Expenditure (£ million):					
1962		48·3	32·4	20·7	101·4
of which British subjects and Commonwealth citizens spent		23·3	10·2	8·2	41·7
1963		48·5	32·0	25·6	106·1
of which British subjects and Commonwealth citizens spent		23·2	8·6	10·5	42·3

4. Overseas visitors analysed by purpose of visit and area

Number of visits (000)

Area of permanent residence	Holiday		Business		Other		Total All Purposes	
	1962	1963	1962	1963	1962	1963	1962	1963
North America	281	318	92	99	71	93	444	510
Western Europe	154	189	209	254	91	115	454	558
Other non-sterling area	66	71	34	38	28	31	128	140
Overseas sterling area	89	91	34	36	41	49	164	176
TOTAL ALL AREAS	590	669	369	427	231	288	1,190	1,384
of which British subjects and Commonwealth citizens	199	221	60	66	82	94	341	381

TABLE III. UNITED KINGDOM RESIDENTS RETURNING TO THE UNITED KINGDOM ON THE SHORT SEA ROUTES

(other than on the Scandinavian or Irish Channel routes or visitors whose main purpose was employment. Day trips and cruises excluded)
1962 covers April 1962 to March 1963 inclusive, but 1963 is the calendar year
1962 figures have been revised.

1. United Kingdom residents analysed by country visited

Country visited	Numbers (000)		Expenditure (£ million)	
	1962	1963	1962	1963
France	263	376	8·4	14·5
Western Germany	189	209	5·1	6·3
Italy	334	305	13·7	15·8
Benelux	209	219	4·5	5·8
Other Western Europe	511	596	21·1	26·8
Western Europe	1,506	1,705	54·8	69·2
Other non-sterling area	52	59	2·8	2·6
Overseas sterling area	34	23	2·4	3·1
TOTAL ALL COUNTRIES	1,592	1,787	60·0	74·9

2. United Kingdom residents analysed by area visited (quarterly figures)

	1962 Quarters				1963 Quarters				
	II	III	IV	Year	I	II	III	IV	Year
Western Europe	375	942	94	1,506	95	394	1,113	103	1,705
Rest of the World	19	45	14	86	8	19	43	12	82
TOTAL ALL AREAS	394	987	108	1,592	103	413	1,156	115	1,787

3. United Kingdom residents analysed by purpose of visit (quarterly figures)

	Quarters	Holiday	Business	Other	Total All Purposes
Numbers (000):					
1962	II	325	20	49	394
	III	911	18	58	987
	IV	67	13	28	108
Year		1,377	61	154	1,592
1963	I	74	10	19	103
	II	343	18	52	413
	III	1,071	24	61	1,156
	IV	72	16	27	115
Year		1,560	68	159	1,787
Expenditure (£ million):					
1962		50·9	3·1	6·0	60·0
1963		61·3	3·2	10·4	74·9

4. United Kingdom residents returning from Western Europe analysed by purpose of visit

Main purpose	Numbers (000)		Expenditure (£ million)	
	1962	1963	1962	1963
Holiday	1,326	1,509	48·1	59·1
Business	59	65	2·9	3·1
Other	121	130	3·8	7·0
TOTAL ALL PURPOSES	1,506	1,705	54·8	69·2

TABLE IV. OVERSEAS VISITORS LEAVING THE UNITED KINGDOM ON THE SHORT SEA ROUTES

(other than on the Scandinavian or Irish Channel routes, or visitors whose main purpose was transit or employment. Day trips on special excursion boats are excluded).
The year 1962 covers April 1962 to March 1963 inclusive, but 1963 is the calendar year.
1962 figures have been revised.

1. Overseas visitors by country of permanent residence

Country of permanent residence	Number of visits (000)				Expenditure (£ million)	
	All visitors		British subjects and Commonwealth citizens (included in previous columns)			
	1962	1963	1962	1963	1962	1963
United States	95	127	5	3	5·0	6·5
Canada	21	23	20	22	1·3	1·3
North America	116	150	25	25	6·3	7·8
France	105	118	10	12	4·1	4·3
Western Germany	179	208	27	33	5·5	7·4
Italy	38	39	1	2	3·1	2·2
Benelux	107	132	7	9	2·8	4·2
Other Western Europe	72	94	8	10	5·5	5·0
Western Europe	501	591	53	66	21·0	23·1
Other non-sterling area	37	42	3	4	2·4	3·1
Overseas sterling area	49	44	45	39	8·1	5·5
TOTAL ALL COUNTRIES	703	827	126	134	37·8	39·5

2. Overseas visitors analysed by area of permanent residence (quarterly figures)

Number of visits (000)

	Quarters	Area of permanent residence				Total All Areas	British subjects and Commonwealth citizens (included in previous columns)
		North America	Western Europe	Other non-sterling	Overseas sterling		
1962	II	39	123	10	17	189	38
	III	57	249	14	20	340	51
	IV	11	74	9	6	100	19
Year		116	501	37	49	703	126
1963	I	9	55	4	6	74	18
	II	47	133	11	15	206	39
	III	80	318	19	16	433	54
	IV	14	85	8	7	114	23
Year		150	591	42	44	827	134

(Continued on next page)

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given in page vi of April 24 issue.

3. Overseas visitors analysed by purpose of visit (quarterly figures)

	Quarters	Holiday	Business	Other	Total All Purposes
Numbers (000):					
1962	II	127	13	49	189
	III	265	16	59	340
	IV	54	16	30	100
Year		485	57	161	703
1963	I	39	12	23	74
	II	140	19	47	206
	III	325	25	83	433
	IV	65	15	34	114
Year		569	71	187	827
Expenditure (£ million):					
1962		21·4	3·5	12·9	37·8
of which British subjects and Commonwealth citizens spent		8·4	0·5	3·2	12·1
1963		22·7	4·5	12·3	39·5
of which British subjects and Commonwealth citizens spent		6·6	0·4	3·1	10·1

4. Overseas visitors analysed by purpose of visit and area

Number of visits (000)

Area of permanent residence	Holiday		Business		Other		Total All Purposes	
	1962	1963	1962	1963	1962	1963	1962	1963
North America	95	129	3	5	18	16	116	150
Western Europe	332	384	46	58	123	149	501	591
Other non-sterling	23	24	5	6	9	12	37	42
Overseas sterling	35	32	3	2	11	10	49	44
TOTAL ALL AREAS	485	569	57	71	161	187	703	827
of which British subjects and Commonwealth citizens	89	98	8	8	29	28	126	134

TABLE V. HOLIDAY VISITS ON INCLUSIVE TOURS

1. United Kingdom residents returning to the United Kingdom whose main purpose of visit was holiday

Numbers (000)

Area visited	*Short Sea Routes				†Air Routes			
	All Holiday Visits		Holiday Visits on Inclusive Tours		All Holiday Visits		Holiday Visits on Inclusive Tours	
	1962	1963	1962	1963	1962	1963	1962	1963
Western Europe	1,326	1,509	502	524	1,142	1,275	577	664
Rest of world	51	51	19	13	93	93	14	11
TOTAL ALL AREAS	1,377	1,560	521	537	1,235	1,368	591	675

* Excludes travel on Scandinavian or Irish Channel routes and day trips.
† Excludes travel between the United Kingdom and the Irish Republic.

2. Overseas visitors leaving the United Kingdom whose main purpose of visit was holiday

Numbers (000)

Area of permanent residence	*Short Sea Routes				†Air Routes			
	All Holiday Visits		Holiday Visits on Inclusive Tours		All Holiday Visits		Holiday Visits on Inclusive Tours	
	1962	1963	1962	1963	1962	1963	1962	1963
North America	95	129	41	54	281	318	61	70
Western Europe	332	384	40	30	154	189	11	15
Rest of world	58	56	4	4	155	162	10	12
TOTAL ALL AREAS	485	569	85	88	590	669	82	97

* Excludes travel on Scandinavian or Irish Channel routes, and day trips.
† Excludes travel between the United Kingdom and the Irish Republic.

New companies registered in July

BELOW are details of new companies registered in Great Britain during July 1964, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Public companies	Private companies	Total
Under £1,000		2,339	2,339
£1,000 and under £10,000		958	958
£10,000 and under £50,000	2	175	177
£50,000 and under £100,000		6	6
£100,000 and under £1,000,000	2	9	11
£1,000,000 and above	1	3	4
Total number	5	3,490	3,495
Total amount of nominal capital	'000's £5,630	'000's £10,227	'000's £15,857

Companies registered in Great Britain in 1963-1964

	1963		1964	
	Number	Nominal capital £'000's	Number	Nominal capital £'000's
January	3,178	8,336	4,035	9,654
February	3,250	6,766	3,663	29,949
March	3,927	10,470	5,006	16,654
April	3,698	8,253	4,636	10,757
May	3,642	8,459	3,994	9,905
June	2,995	7,182	3,819	11,746
July	3,722	9,133	3,495	15,857
August	3,089	8,481		
September	3,159	7,313		
October	3,866	10,098		
November	3,516	7,501		
December	3,641	13,466		
Total	41,683	105,458		

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British film fund agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended July 25, 1964:

Distributors' earnings submitted:		
High cost films	£407,897	
Low cost films		
Eligible (after multiplying by 2½)	£67,545	
Not eligible for 2½ times rental	£6,564	
		£482,006
Films of less than 3,000 feet (after multiplying by 2½)		£52,868
		£534,874
Levy collections paid to Agency by HM Customs and Excise to August 10, 1964, approximately covering entertainments to July 18, 1964, together with an estimate of collections for entertainments for the week ended July 25, 1964		£240,100

The ninth interim allocation for the seventh distribution period will be at the rate of 41 per cent.

Cancellation of endorsement 'Licences of Right'

UNDER Section 36 (1) of the Patents Act, 1949, the endorsement 'Licences of Right' on the undermentioned Patent was cancelled on July 27, 1964.

NUMBER	GRANTEES	SUBJECT-MATTER
756,685	Mo och Domsjo Aktiebolag	Preservation of wood.

GORDON GRANT
Comptroller-General

The Patent Office.

Productivity Council address

The address of the British Productivity Council is Vintry House, Queen Street Place, London, E.C.4 (Tel. Central 9613) and not as given on page iv of the directory of departments published in August 14 issue.

Defence specifications

THE MINISTRY OF DEFENCE announces that the following documents in the Defence Series have been published by HM Stationery Office, Kingsway, London W.C.2, and branches, from whom copies may be obtained.

	Specification	Price
		s. d.
NEW DOCUMENTS:		
DEF-1053	Standard methods of testing paint, varnish, lacquers and related products.	
Method No. 67	Viscosity by the falling sphere method	1 6
Method No. 70	Determination of mineral matter in cellulose nitrate	1 6
Method No. 72	Determination of acetone-insoluble matter in cellulose nitrate	1 6
Method No. 73	Determination of nitrogen in cellulose nitrate	1 6
DEF-1424	Standard suction strainer, 3 inch	1 6
DEF-1425	Standard suction strainer, 4 inch	1 6
DEF-1426	Standard suction strainer, 5½ inch	1 6
DEF-1427	Lacquer, cellulose nitrate	2 0
DEF-1428	Oil, linseed, boiled, lead free	1 6
DEF-1429	Adhesive, shellac, lead free	1 6
DEF-1430	Dyestuffs for R.D. varnishes and lacquers	1 6
DEF-1431	Lacquer, shellac, lead free	2 0
DEF-1432	Cellulose nitrate for lacquers	1 6
DEF-1433	Lacquer, shellac/castor oil	1 6
DEF-1434	Lacquer, kaolin/shellac	1 6
DEF-1435	Varnish, oil-bitumen, R.D. 1219 and pigmented R.D. 1229	1 6
DEF-1436	Copal ester for R.D. lacquers	1 6
DEF-1437	Lacquer, cellulose nitrate/copal ester (R.D. 1272)	1 6
DEF-1438	Lacquer, cellulose nitrate/copal ester, pigmented yellow (R.D. 1278)	1 6
DEF-1439	Adhesive, cellulose nitrate/copal ester (R.D. 1236)	1 6
DEF-1440	Pigment, dyestuff, yellow	1 6
DEF-1441	Paint, underwater protection for steel (Anti-corrosive No. 635)	1 6
DEF-1442	Paint, finishing, matt, black, for blackboards	1 6
—	Index of Defence Publications (revised issue)	6 0
DG-6 Part III	Schedule of steels for use in Defence production	
	Cast Steels: specifications and typical uses	3 6
REVISIONS		
DEF-31-A	Varnish, impregnating, for electrical purposes, baking	2 0
DEF-51-A	Paper, rocket	2 0
DEF-107-A	Torch, hand, electric, general purpose and adaptor, light filter	2 6
NEW DOCUMENTS		
DEF-1053 Method No. 2 Issue No. 2	Preparation of panels for test purposes.	1 6
AMENDMENTS		
DEF-12-C	Equipment wires (Amendment No. 1)	9
DEF-18	Portable secondary batteries (lead acid type) (Amendment No. 4)	8
DEF-77	Valve fittings for compressed gas cylinders for ground use (Amendment No. 1)	3
DEF-104	Hardened and tempered coil springs of high quality for guns and armoured fighting vehicles (Amendment No. 1)	3
DEF-1196-A	Cutlery and flatware (Amendment No. 1)	3
DEF-1236-A	Foil, metal, laminated sheet (heat-soluble) (Amendment No. 1)	3
DEF-1311	Tape, pressure sensitive, adhesive (fabric)	
DEF-1312	Tape, pressure sensitive, adhesive (printed film)	
DEF-1313	Tape, pressure sensitive, adhesive (waterproof transparent)	
DEF-1314	Tape, pressure sensitive, adhesive (waterproof fabric)	Amdt. No. 1
DEF-1315	Tape, pressure sensitive, adhesive (waterproof conformable)	3
DL.10.A	Precision measuring instruments (mechanical) (Amendment No. 1)	6

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, August 21, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
BRITISH					
The Bronze Horses	Central Office of Information	World Wide Pictures Ltd.	Br/E 29678	22	August 18
Midsummer Nightmare	Halas & Batchelor Cartoon Films Ltd.	Halas & Batchelor Cartoon Films Ltd.	Br/E 29679	8	August 19
Pathe Pic. Series 495/507:					
Pathe Pic. No. 505	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 29680	8	August 20
Pathe Pic. No. 506	" "	" "	Br/E 29681	8	August 20
The Gorgon	Columbia Pictures Corp. Ltd.	Hammer Film Productions Ltd.	Br/E 29682	83	August 20
The Curse of the Mummy's Tomb	" "	Swallow Productions Ltd.	Br/E 29683	80	August 20
Look at Life Series 22:					
Going Places under Water	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29684	9	August 21
Movietone News 1836A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29430	7	August 21
Movietone News 1837	" "	" "	Br/E 29431	7	August 21
Pathe News 64-67	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29542	8	August 21
Pathe News 64-68	" "	" "	Br/E 29543	8	August 21
FOREIGN					
Jamboree at Marathon	Paramount Film Service Ltd.	Paramount Pictures Corp.	F 29685	19	August 21

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Retail stocks in June

THE VALUE of retail stocks at the end of June was 6 per cent higher than the corresponding year earlier figure, compared with 4 per cent in March and May, and 6 per cent in April. After allowing for seasonal factors, the level of the value of stocks in June maintained the level of April and May.

In volume terms, stocks showed an increase of 3 per cent compared with a year earlier.

Estimates of changes in total retail stocks

(At cost at end of month). Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1962	124	128	135	137	139	135	132	130	133	144	151	133
1963	130	134	142	142	143	139	135	133	135	147	157	137
1964	139	141	147	150	149	148						
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963	+5	+4	+5	+4	+3	+3	+2	+2	+1	+2	+4	+3
1964	+6	+5	+4	+6	+4	+6						
(b) At constant (Dec. 1956) prices												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	113	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1962	117	121	127	129	130	125	122	120	123	133	139	122
1963	121	123	131	131	132	129	124	122	124	135	144	126
1964	127	128	134	136	134	133						
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962	+1	nil	+2	+2	+2	+1	nil	+2	+1	+3	+4	+4
1963	+3	+2	+3	+2	+2	+3	+2	+2	+1	+2	+3	+3
1964	+5	+4	+2	+4	+2	+3						

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958.)

Export activity in Birmingham

Mr. C. E. Dymond (right), Senior British Trade Commissioner, Lagos, with Mr. A. Spencer, chairman and managing director, Ralph Martindale & Co. Ltd., and deputy chairman of the Africa Section, Birmingham Chamber of Commerce: and Mr. J. D. Bullivant, assistant secretary, Birmingham Chamber of Commerce; during his recent visit to the Birmingham Chamber of Commerce. Mr. Dymond addressed a well attended meeting on the trade position in Nigeria and the prospects for exports from the Birmingham area. He outlined the major factors affecting Nigeria's economy at the present time, and some of the main projects included in this six-year development plan.

Sales by wholesale textile houses

SALES by wholesale textile houses in June were 10 per cent higher than a year earlier compared with a decrease of 6 per cent in May and a rise of 8 per cent in April, while for the second quarter as a whole, sales were 3 per cent up on the corresponding period last year, following a rise of 9 per cent in the first quarter.

Stocks held by wholesale textile houses at the end of June were 6 per cent higher in value than at that time last year.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to: The Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1962 Year	105	— 2	..	..
1963 Year	108	+ 3	..	..
1963 1st quarter	92	— 3	139	Nil
2nd quarter	98	Nil	127	Nil
3rd quarter	107	+ 7	143	+2
4th quarter	137	+ 6	118	+5
1964 1st quarter	100	+ 9	145	+4
2nd quarter	101	+ 3	135	+6
1963 October	158	+ 9	128	—1
November	133	+ 1	129	+1
December	121	+10	118	+5
1964 January	76	+ 9	124	+4
February	96	+13	140	+3
March	127	+ 5	145	+4
April	109	+ 8	139	+6
May	98	— 6	140	+7
June	96	+10	135	+6

Analysis by department

Percentages of corresponding values for 1963

	Sales (b)		Stocks (b)
	June	Jan.-June	At end of June
Women's knitted outerwear, blouses and skirts	128·9	120·5	122·1
Women's coats, costumes, furs and raincoats	119·1	102·0	130·2
Women's underwear	102·1	95·3	92·4
Women's hose and children's socks	120·3	104·2	142.1
Women's millinery	91·3	100·2	97·0
Haberdashery, ribbons and wool	103·7	89·5	91·6
Children's wear	108·4	107·4	106·8
Men's and boys' shirts, pyjamas and outfitting	102·5	107·9	107·0
Gloves	86·4	93·5	116·2
Piece-goods and nets	119·3	113·5	83·2
Household textiles	104·1	100·3	100·8
Floor-coverings, furniture and hardware	99·6	110·4	99·5
Grand total (a)	109·9	106·0	106·2

Notes
(a) Including some items not included among the sub-headings. (b) Valued at cost.

Northern Ireland index of industrial production

THE provisional index of industrial production for Northern Ireland for June, 1964, prepared by the Ministry of Commerce, is 134 (1958=100). This is 1 point lower than the final index for May, 1964, and 1 point lower than for June, 1963.

The index numbers for the main industrial groups in June, 1964, with the increase or decrease on June, 1963, shown in brackets are: textiles 132 (+ 8 points); clothing 138 (+5); engineering and metals 103 (— 2); food, drink and tobacco 124 (— 7); timber and furniture 124 (— 40); other manufacturing industries 228 (— 2); construction 165 (— 7); gas, electricity and water 133 (+ 11).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2656).*

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
Sept. 4 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

The above sale will include miscellaneous electrical equipment, power units, receivers, miscellaneous radio spares, electric motors and fans, light duty bench type milling machines, portable gas cylinder trailers, plated tea pots, lining paper, angle iron fencing posts, wire rope slings, portable compressors, mechanical handlers, surface tables, miscellaneous furniture, metal racking components, salvage textiles, cordage, Kraft anti-bleed paper, oil cooking stoves, tentage, metal bedsteads, plated hot water jugs, salvage electric irons, kitchen equipment, tent poles, wooden bedside cabinets, miscellaneous trucks and trolleys.

Sept. 16 .	The sale will include 100-120 huts (barrack and classroom type).	Royal Air Force Station, Compton Bassett, Calne, Wilts.	Thompson Noad & Phipp, 39 Market Place, Chippenham, Wilts. (Tel. Chippenham 2271-2).
Sept. 17 .	T.2 hangar and 22 acres of land with development possibilities for light industrial use.	Mepal Airfield, Ely, Cambs. . . .	G. Comins & Son, 3 Chequer Lane, Ely. (Tel. Ely 2265).
Sept. 29 .	The sale will include timber, Nissen and Seco huts, brick and concrete buildings, lamp standards, telegraph poles, 6 x 12,000-gallon fuel tanks (these are at Folkingham only), and miscellaneous stores.	Royal Air Force Station, Folkingham and and Melton Mowbray.	Escritt & Barrell, Elmer House, Grantham. (Tel. Grantham 1035).
Oct. 7 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
Oct. 29 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
Nov. 5 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneer
Sept. 10 .	Plant, furniture, electrical and miscellaneous stores.	Ordnance Storage and Disposal Depot, Rotherwas, Hereford.	Russell Baldwin & Bright Ltd. (Dept. L), 20 King Street, Hereford. (Tel. 4366).
Sept. 15 .	Miscellaneous stores including: . .	Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds 2. (Tel. Leeds 20898).

Milling, grinding and drilling machines, fire pumps, charging sets, hand cranes, mowing machines, blankets, tentage, camp equipment, greatcoats, raincoats, battle dress and denims, boots, shoes, MT spares and tyres, kitchenware, hardware, furniture, etc.

Sept. 17-18	Vehicles and miscellaneous stores including:	Ordnance Disposal Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1.

Saloon and estate cars, vans, Utilicons, Land Rovers, Austin 'Champs,' trucks, tippers, tractors, trailers, coaches, ambulances. A mobile crane, motorcycles, MT spares, electrical and engineering equipment, metals, furnace fire bricks, canvas covers, rags, blankets, clothing, furniture, etc.

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only.*)

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Location: Ministry of Defence Ordnance Storage Depot, Harrogate Road, Yeadon, near Leeds.

Application for tender forms should be made to Ministry of Defence, Directorate of Sales 4 b 2, First Avenue House, High Holborn, W.C.1. Tender forms must be returned by 10 a.m., September 23, 1964. Permission to view on production of tender form only.

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
Sept. 1 .	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718).

Catalogues, price 6d., are obtainable from the auctioneers. View-days: day preceding the sale and morning of sale.

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„ „	Bldg. III, Northern Area	„
MANCHESTER	Corn Exchange Buildings	'STONWIN'
„ (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
„ (Airport)	Building 66, Renfrew	„
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
„ (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
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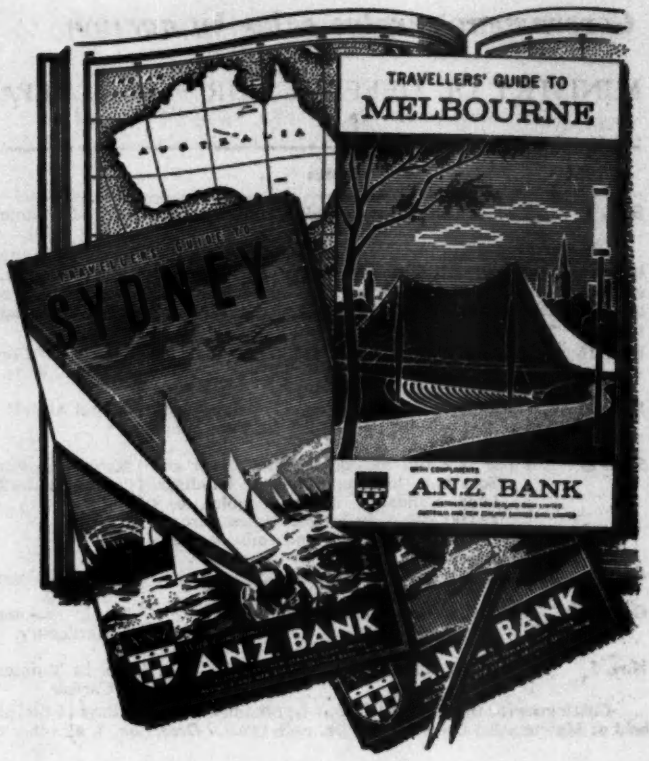

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Yorkshire Travel Association formed

A REGIONAL TRAVEL ASSOCIATION which will be the first of its kind in England is to be formed by Local Authorities, business concerns and individuals in Yorkshire. Organized with the backing of the British Travel and Holidays Association, it will be known as the Yorkshire Travel Association and is expected to be the forerunner of other regional associations in Britain.

Announcing the plan at a Press conference in Leeds on August 19, Mr. J. Malcolm Barr, managing director of Wallace Arnold Tours Ltd., and a member of the pilot committee, said the Association's aims would be to attract more visitors to Yorkshire from home and overseas, to encourage the holding of national and international conferences, and to develop visitor services and amenities. It would probably be formed in October.

A proposal to set up an Association for improving Yorkshire's tourist industry was agreed in principle at a conference organized at Harrogate last year by the BTHA.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
United Kingdom . .	*Aug. 7*	*Nov. 6*
Outside Europe . .	*July 3*	*Oct. 2*
Europe	*June 5*	*Sept. 4*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; 2792, United Kingdom and Rest of the World) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on August 7, July 3 and June 5.

EUROPE

Additions:

VERONA: INTERNATIONAL EXHIBITION OF EARTH-MOVING AND BUILDING MACHINERY (SA.MO.TER.) – February 3-8, 1965.
Apply, Ente Autonomo per le Fiere di Verona, Casella Postale 199, Vialedel Lavoro, Verona.

COPENHAGEN: INTERNATIONAL EXHIBITION FOR AUTO REPAIR AND WORKSHOP EQUIPMENT (AURA) – February 19-28, 1965.
Apply, Udstillingshallen Forum A/S Julius Thomsens Plads, Copenhagen V.

COPENHAGEN: INTERNATIONAL EXHIBITION OF TOYS (INTERTOY) – March 26-April 4, 1965.
Apply, Armfields Transport Agency Ltd., Armfield House, 1/2 New Street, London, E.C.2. (Tel. Avenue 2161).

JONKOPPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR – June 3-13, 1965.
* Apply, Agronom Ingenir Stenquist, Elmia, Jonkopping, Sweden.

Export promotion in Moscow and Omaha

Sir Humphrey Trevelyan, British Ambassador in Moscow, examining a Rank Xerox Copyflo 5B printer after formally opening an exhibition of xerographic copying and printing machines in Moscow. The exhibition was staged by Rank Xerox Ltd., and was the first occasion on which Copyflo machines, which print out from microfilm onto ordinary paper, had been demonstrated to the Soviets. On the Ambassador's right is Mr. Cyril Catt, Copyflo systems specialist, who gave two lectures on the applications of unitized microfilm systems. (Two other exhibitions by British industry in Moscow were referred to in the Board of Trade Journal *of August 21, page 392).*

J. L. Brandeis and Sons Inc., of Omaha, Nebraska, are mounting a British Promotion in September, in which a wide range of British goods will be featured. Among the special events which have been arranged will be London taxi PXL 745. Lep Transport shipped it from London recently in the Fjell Oranje Line's vessel Prins Willem Georg Frederik.
Photo: Clive Vale

Be sure you visit the

International

REFRIGERATION FAIR

OLYMPIA LONDON

SEPT. 7th-11th

The only event of its kind where visitors can see and evaluate the rapid advances made in recent years by the world's Refrigeration Industry. Held for the first time in 1962, this second presentation of the International Refrigeration Fair will include many significant developments and technical innovations. If you are interested in any aspect of Refrigeration, you must not miss the opportunity to see this, the only event of its kind in 1964.

10 a.m.-6 p.m. ADMISSION: 3/-

OVERSEAS VISITORS FREE

SPONSORED BY THE BRITISH REFRIGERATION ASSOCIATION

Organisers: Contemporary Exhibitions Ltd.,
Walmar House, 288 Regent Street, London, W.1 :· MUSeum 5153-5

British promotions in the US offer opportunities for business visitors

BRITISH store promotions being organized in United States towns and cities during the remainder of this year are shown below.

Businessmen visiting the United States during the autumn might like to time their visits wherever possible to allow them to take advantage of the publicity and goodwill towards Britain and British goods which will be engendered by these events.

If they will notify the appropriate British Consulate or the Export Services Branch of the Board of Trade (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757) in advance, every effort will be made to see that their visits are as profitable as possible.

Further details about these promotions may be obtained from the Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2761).

PLACE	NAME OF PROMOTION	DATES	CONTACTS
United States: (22 Stores)	Allied Purchasing Corporation.	Autumn	Commercial Department, British Embassy, 3100 Massachusetts Avenue, N.W., Washington, D.C. 20008, *or* London Buying House: Metasco Inc., 167 Oxford Street, London, W.1. (Tel. Gerrard 3301).
Boston (Massachusetts)	Jordan Marsh Co. (Menswear & Food promotion)	September 14-26	British Consulate-General Room 2303, John Hancock Building, 200 Berkeley Street, Boston, Mass. 02116 *or* London Buying House; Metasco Inc., 167 Oxford Street, London, W.1. (Tel. Gerrard 3301).
New Orleans (Louisiana)	'Best of Europe' by Maison Blanche Co., British Days will be from September 20-24.	September 20-October 3	British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, La. 70112, *or* London Buying House Metasco Inc., 167 Oxford Street, London: W.1. (Tel. Gerrard, 3301).
Pittsburgh (Pennsylvania)	Kaufmann's	September 20-October 10	British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio, 44113, *or* London Buying House: R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. Regent 4583).
Cincinnati (Ohio)	H. & S. Pogue Co.	September 21-October 3	British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio, 44113, *or* London Buying House: Associated Dry Goods (U.K.) Ltd., 24-30 Great Titchfield Street, London, W.1. (Tel. Museum 5781)
Chicago (Illinois)	Carson Pirie Scott & Co. (Menswear Promotion)	September 21-October 3	British Consulate-General, 200 South Michigan Avenue, Chicago, Ill., 60604 *or* London Buying House: Associated Merchandising Corporation, 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
Cleveland (Ohio)	'British Cavalcade' by The Higbee Co.	September 21-October 10	British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio. 44113 *or* London Buying House: Associated Merchandising Corpn., 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
Baltimore (Maryland)	Hutzler Bros. Co. (Principally menswear promotion).	September 28-October 10	Commercial Department British Embassy, 3100 Massachusetts Avenue, N.W., Washington, D.C 20008, *or* London Buying House: Associated Merchandising Corpn. 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
Houston (Texas)	'Britain in Texas 1964' by Sakowitz Bros.	October 5-17	British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002 *or* Baker, Warburg & Co. Ltd., 150 Regent Street, London, W.1. (Tel. 7126).
Boston (Massachusetts)	'London Line' by W. Filene's Sons Co. (Menswear promotion).	October 6-21	British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston, Mass. 02116, *or* Associated Merchandising Corpn. 62 Brook Street, London, W.1. (Tel. Mayfair 5266).
Los Angeles (California)	Broadway Department Stores (International promotion)	October 10-17	British Consulate-General 3324 Wilshire Boulevard Los Angeles, Cal. 90005 *or* London Buying House: Gimbel Bros., Berkeley Square House, Berkeley Square, London, W.1. (Tel. Mayfair 3031).
Birmingham (Alabama)	Loveman, Joseph & Loeb, 'Best of Europe' (being organized in conjunction with Maison Blanche)	October 11-24	British Consulate 814 Atlanta Merchandise Mart, 240 Peachtree Street, N.W., Atlanta, Ga. 30303, *or* London Buying House: Metasco Inc., 167 Oxford Street, London, W.1.(Tel. Gerrard 3301).
Hartford (Connecticut)	'Festival of Britain' by G. Fox & Co. Inc.	October 12-27	British Consulate-General, 11th Floor, 845 Third Avenue, New York, N.Y. 10022, *or* Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel. Mayfair 9806)
Los Angeles (California)	J. W. Robinson Co. (Menswear)	October 19-31	British Consulate-General 3324 Wilshire Boulvard, Los Angeles, Cal. 90005, *or* London Buying House: Associated Dry Goods (U.K.) Ltd., 24-30 Great Titchfield Street, London, W.1. (Tel. Museum 5781).
Omaha (Nebraska)	'Hail Britannia' J. L. Brandeis & Sons Inc., *and*	October 19-31	British Consulate, Room 1420, Commerce Trust Building, 922 Walnut Street, Kansas City, Mo. 64106, *or*
Lincoln (Nebraska)	Gold & Co.	November 2-7	R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. Regent 4583).

British Trade Centre in New York

THE BRITISH-AMERICAN Chamber of Commerce in New York has set up a committee to establish there a British Trade Centre, where space will be available for displays by British companies and consortia seeking to promote their products or services in the United States. Subject to Parliamentary approval, the Board of Trade will give financial assistance to the Trade Centre for a period of up to two years.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex. No. 25977.)

Overseas Trade and Exports

TRADING WITH THE ARAB WORLD (10)

Prospects for business in Jordan

British exports to the Arab Countries of the Middle East and North Africa have increased considerably in recent years. It is hoped that this series of articles in the *Board of Trade Journal* on 'Trading with the Arab World' will encourage businessmen to take an even greater interest in trade with these countries, for although, as will be shown, the opportunities for expansion vary from country to country, the area as a whole

(*Continued on page* 459).

A general view of Amman.

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Head Office AMMAN, JORDAN

Balance Sheet as at 31st December, 1963

ASSETS

	1963 J.D.	1962 J.D.
Cash in Hand and at Banks	52,123,757	51,143,658
Government Bonds	986,204	871,239
Shares in Companies	247,900	223,585
Shares in Affiliate	862,147	862,147
Realty in Affiliate	1,278,762	—
Bills Discounted	5,364,260	7,163,955
Loans to Customers	25,869,134	27,143,876
Customers' Liability on Guarantees and Credits (per contra)	18,591,342	19,418,199
Bank Premises (less depreciation)	1,379,416	1,341,944
Furniture and Equipment (less depreciation)	372,378	407,678
Other Assets	3,850,502	3,234,223
Total Assets	110,925,802	111,810,504

LIABILITIES

	1963 J.D.	1962 J.D.
Deposits and Other Accounts	77,190,336	78,572,701
Bills Payable	400,307	523,779
Guarantees and Credits (per contra)	18,591,342	19,418,199
Other Liabilities and Provisions	1,893,052	646,445
AUTHORIZED AND FULLY PAID CAPITAL:		
37,500 Founders' Shares (J.D. 10 each)	375,000	375,000
512,500 Ordinary Shares (J.D. 10 each)	5,125,000	5,125,000
Reserve Fund	3,510,000	3,420,000
Special Reserve and Reserve for possible Loan Losses	2,903,265	2,747,880
Undivided Profits	150,000	140,000
Net Profit (after providing for Reserves)	787,500	841,500
Total Liabilities	110,925,802	111,810,504

J.D. (Jordan Dinar) = £1 sterling.

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represents a secure and expanding market for British goods. Previous articles were published May 15 (Saudi Arabia), June 5 (Sudan), June 19 (Iraq), July 10 (Kuwait), July 17 (The Gulf States, Muscat and Oman), July 24 (Morocco), July 31 (Lebanon), August 7 (Syria), and August 21 (Tunisia).

The Council for Middle East Trade, established with the encouragement and support of HM Government in January 1963, has been actively engaged in investigations into prospects in all major markets in the Middle East, and reports of the missions which it has organized to Iraq, Saudi Arabia, Aden, Syria and Iran may be obtained from the Council at Bury House, 33 Bury Street, London, S.W.1.

The Hashemite Kingdom of Jordan incorporates the former kingdom of Transjordan and that part of Palestine immediately west of the Jordan river which remained to the Arabs after the Arab/Israel War of 1948. The population of about 1¼ million is mainly dependent on agriculture and, with a scarcity of water and good land, the standard of living is low. National resources are few and Jordan is heavily dependent on foreign aid to balance the ordinary budget and finance development projects. This lack of funds is aggravated by the fact that a third of the population is composed of virtually non-productive Palestinian refugees. The United Kingdom and the United States make annual grants-in-aid, and development loans for specific projects have been made by the United States, the United Kingdom, West Germany and Kuwait.

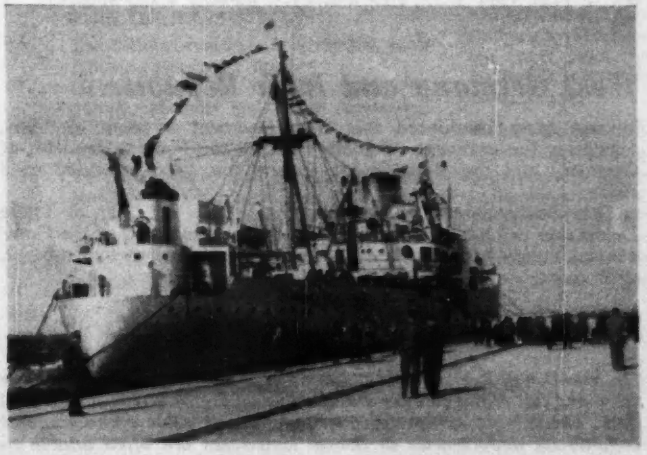
In spite of this financial situation Jordan has remained comparatively stable and commercially prosperous for the past few years. The expanding tourist industry is the chief source of foreign exchange, whilst the phosphate industry has been developed, with present exports of nearly J.D.1·5 million, and plans are in hand for exploiting the potash of the Dead Sea. The establishment of light industries is encouraged and items such as dry batteries, toilet soap, detergents, cigarettes and leather goods are already produced.

Opportunities in the development field

There are opportunities for consultants and contracting engineers in the development field. Contracts for the site investigations prior to the construction of a dam on the River Yarmuk, potash works at the Dead Sea, a new sports stadium in Amman, and a new military hospital are out to tender or will shortly be put out. Firms who have worked in Jordan have had no difficulty in getting paid and the eagerness of foreign firms to enter the market indicates that there are grounds for confidence in the future.

A number of foreign firms trading in Jordan have one agent stationed in Beirut and covering the Middle East as a whole. The Jordanian Government however is now considering legislation to regulate commission agencies and representation and provide that all commercial agencies should be held by Jordanian nationals.

(Continued on next page)



SS 'Henzee' (London) at the British–designed Port of Aqaba.

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TARIFF (including Breakfast)

Single Room (1 person)	**KD. 5.500**	**per night**
Double Room (2 persons)	**KD. 9.000**	**„ „**
Suite (couple or family)	**KD. 12.000**	**„ „**

ENQUIRIES INVITED

There is no shortage of agents in Amman who are well qualified to represent or act for British firms. On the whole business in Jordan should be transacted on a credit basis and this should usually be secured.

The United Kingdom is traditionally Jordan's principal supplier and in 1962, the latest year for which Jordanian figures are available, was the source of almost 17 per cent of total imports. British goods and trading methods are held in high regard; it must be emphasized however that the market is extremely sensitive to price, and this outweighs considerations of quality. The United States, Germany and Japan are increasing their share of the market and are strongly challenging our position, especially in the fields of consumer goods, textiles, vehicles, machinery and machine tools.

However, exporters who offer the goods and services required; transact their business through local agents, who should be backed up by frequent visits from the principals; who offer reasonable, but secured, credit terms and above all, offer the right price, should be able to obtain worthwhile business in Jordan and increase Britain's share of a small but growing market.

Recent export opportunities in Jordan

THE FOLLOWING ARE among the inquiries from Jordan recently published in the *Export Services Bulletin*.

Fluorescent tubes	ESB 23200/64
Meters, air eliminators, pumps, generator	ESB 22741/64
Caustic soda	ESB 22236/64
Ball bearings	ESB 21638/64
Ice cream powder	ESB 16190/64
Black welded pipes	ESB 17593/64

Copies may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. Price 2s.

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يقوم بكافة الاعمال والخدمات المصرفية على الصعيدين المحلى والخارجى ويهتم ويرحب بكل ما يرده من استفسارات تتصل بالاعمال التجارية او التطورات الصناعية او الاستثمار.

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TRADE AND FINANCIAL ARRANGEMENTS

Italy and Malagasy Republic

A TRADE AND PAYMENTS agreement was signed at Rome on July 1, 1964, between Italy and the Malagasy Republic. The duration of the agreement is 2 years and it will be tacitly renewed unless denounced by either party within 3 months of the date of expiry.

Italian exports include horticultural products, wines, foodstuffs, olive oil, cement, marble, building materials, chemical, and pharmaceutical products, tyres and inner tubes, textiles and clothing, leather goods, motor vehicles and tractors, railway equipment, machinery and plant (electrical and otherwise), refrigerators, sewing machines, office equipment engineering products, and petroleum products. Exports from Malagasy include tropical produce, foodstuffs, hides, minerals and timber.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 450), quoting CRE 10237/G.

Italy and Denmark

THE ITALO-DANISH Trade Agreement of July 12, 1957, which was due to expire on July 15, 1964, has been tacitly extended for a further year to July 14, 1965. No changes have been made in the quota lists except that fork lift trucks, now admitted into Italy under automatic licence, no longer appear in the quota lists of Danish exports.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458/459), quoting CRE 2206/G.

West Germany and Irish Republic

IT HAS BEEN announced that the agreement of April 6, 1961, regulating the exchange of goods between the Federal Republic of Germany and the Republic of Ireland has been extended until 1965.

This announcement follows the visit of a West German Trade Delegation to Dublin in April to review the operation of the Commercial Treaty between West Germany and Ireland of December 2, 1953.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Air freight has often been used by industry as an emergency measure. But many industries have found it a more economical long term investment

An aircraft is a modern scientific instrument, like an electronic computer. If you only use it in emergencies it can be very expensive. If you *plan* to use it, it eventually becomes the most economical system of all. But it needs a detailed study of its performance over a large number of functions, and an estimate of its capabilities for meeting future needs.

Air freight is not a development of the future. It is very much meeting the needs of today. There has been an enormous increase in cargo-carrying capacity in combination aircraft. This has been particularly noticeable since the mid-fifties. Coupled with increased frequency on each route, this means a very large increase in total expansion of cargo-carrying capacity.

Frequencies are so high on the BOAC network that the time-table has virtually become an unnecessary document to refer to for cargo. BOAC, with associates, operates 60 services per week from UK to USA, 25 to Africa, 16 to Australia, 30 to Canada, 29 to and through India, 10 to Japan. The vast majority of major towns are served from the UK at least once daily.

What are the economics of long term planning?

The distinct advantages of air freight, as an exporting system are mainly:
(1) great flexibility through speed, frequency, reliability and market penetration in depth;
(2) simplicity of dispatch method.

Air freight's immediacy allows exporters to match re-order cycles and replacement patterns of days. No longer need the exporter tie-up capital in terms of goods awaiting eventualities. More flexible patterns of dispatch, smaller batches and direct deliveries can become part of his forward planning.

How simple is shipping by air?

With air freight one document is all that is necessary from point of origin to destination, regardless of how many carriers are involved. This is one way that air freight, planned as an integral part of an exporter's operations can help produce economies. Small, regular shipments are obviously another distinct planning advantage when shipping by air. Containers can be simpler, less costly, more flexible and re-usable for air freight, owned by the airline itself, or by the shipper.

What do you do next?

This is a very brief survey of what air freight can mean to you. If you would like to know more, please fill in the coupon. We will then send you a folder of information.
If you then wish to discuss the matter further we shall be glad to put you in touch with a BOAC Marketing Consultant.

Please post today to Cargo Sales Manager, BOAC, Airways Terminal, Victoria, London, S.W.1

Please send me the BOAC folder containing facts about Air Freight.

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SPEEDS THE EXPORT DRIVE

BRITISH OVERSEAS AIRWAYS CORPORATION

EMPHASIS ON EXPORTS

Hats across the sea

Articles in this series will give some account of representative United Kingdom firms who have built up a successful business in export markets.

BY A SPECIAL CORRESPONDENT

EVEN IF YOU are coming up to your centenary and have a name known the world over, you do not maintain a steady export of two-thirds of total production merely at—shall we say?—the drop of a hat. I asked Mr. Geoffrey and Mr. Brian Battersby, directors of the Stockport hatting firm of W. J. Battersby Ltd. which their grandfather founded in 1865 with his wife and a staff of 10 workpeople, if they had any rule of thumb formula for their success.

Modestly but firmly they both stressed the importance of personal contacts. 'I celebrated my 23rd birthday in Sydney, my 24th in Mexico', Mr. Geoffrey said. His cousin Brian, who made a six-month world tour last year, said, 'I suppose I've been to Auckland more times than I've been to Birmingham.'

The firm's tradition of exporting was started by William J. Battersby in the 80's when he specialized in hard beaver felt for Germany and other parts of Western Europe. Changes in styles, in markets, in materials have naturally occurred over the years. Today the swing is towards the soft felt hat. Homburgs are out; and while Battersby's still turn out 2,500 dozen bowlers a year for the city businessman, hard hats in fact now amount to less than 10 per cent of their total production. Some traditional lines, such as fawn Tom Mix hats for Venezuela, or brimless square-crown types for a religious sect in India, are still maintained.

Rabbit fur is basic material

Rabbit fur is still the basic raw material of the best felts, but with the virtual extermination of the wild rabbit in recent years, most of the fur is now derived from continental tame rabbits, often with an admixture of man-made fibres. 'Research is continuous in order to make a better hat from existing materials,' Mr. Geoffrey Battersby said. 'There is also a good deal of experiment with dye-stuffs as colour becomes increasingly important in current styling.'

Over 50 hand operations, apart from mechanical processes, are involved in making a single hat. The end product of all this individual and dedicated modelling may nowadays be a stylish narrow-brimmed soft felt weighing less than 2 ounces for comfort, durable enough to be squashed, rolled or sat upon (although such drastic treatment is not recommended) and of an elegance appropriate to the window displays of top outfitters in New York or Rome.

Despite the open-air cults of recent years, the hat remains a prestige symbol. In the export field Battersby's, like other manufacturers of consumer goods, experience difficulty in markets where developing domestic industries are strongly protected.

'Our best export outlets tend to be underdeveloped countries which have no local industries, and the sophisticated markets where imported merchandise carries a certain air of glamour or prestige,' says Mr. Brian Battersby, who has recently been elected president of the British Felt Hat Manufacturers Federation.

'Styling is becoming more and more unified all over the world,' Mr. Battersby added. This does not, however, imply either uniformity or monotony, for fashions in men's hats, like other male clothing, are subject to subtle variations over the seasons. The manufacturer of high-quality headgear must be sensitive to the winds of change, must in fact be a fashion-leader when the world is his market. One aspect of such planning is that recently Battersby's have staged a West End display of their hats and caps designed by Mr. Hardy Amies. Another is that European agents come to the factory every year to exchange views and select samples, while those from the United States come every other year. (The firm are the largest exporters of British hats to the United States.)

Although Battersby's have licence manufacture arrangements in New Zealand, South Africa and the Irish Republic, they make good use of the Government's services for exporters. Here is an example. 'When the Swedish agent of one of our associated companies died last year, we consulted the Board of Trade about finding a new agent,' Mr. Brian Battersby said. 'The commercial section of the British Embassy in Stockholm were very helpful with suggestions, and our general manager went out to discuss the matter with them and to get the reactions of our customers. In consequence we were able to make satisfactory arrangements for our representation in Sweden.'

Packaging as an art

One of the not inconsiderable problems of the exporter of hats is the art of packaging when his individual product may weigh only 1¼ ozs. and yet occupy something like one cubic foot of space. Gone are the days when cowboy type hats for Columbia could be rammed inside each other in sacks and steamed out at destination, even though the dents in the sides were proudly exhibited by the gaucho customers as evidence that they were wearing an imported article. Today the exported hat must arrive in the immaculate condition befitting its status appeal.

Which brings us round to the philosophy of modern hat manufacture. I don't know whether Battersbys would go so far as to claim that a man without a hat is a monarch without his crown. But they would certainly suggest that the well-dressed man in any country requires a variety of hats in his wardrobe. Mr. Brian Battersby, who rings the changes on about a dozen, believes there should be a minimum of three—a dark snap brim for formal wear, a rough mixture felt for week-ends, and a feather-weight felt or straw for holidays and other casual wear.

As I signed the visitors' book on leaving Battersby's, I noted that during the past year there had been callers from New York, Sydney, Paris, Barcelona, Pretoria, New Zealand, Italy, West Germany, Sweden and Denmark. I noted, too, the portrait of the founder of the firm over the fireplace. It seemed a far cry from his modest venture to this modern factory employing over 300 workers and with links in all parts of the world. One felt that William J. would have raised his beaver hat in salute.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government, The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

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British overseas commercial representatives' visits in September/November, 1964

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during September to November, 1964.

CANADA (Montreal)	B. J. Kemp	Assistant British Trade Commissioner	September-October	Has also served as Assistant British Trade Commissioner in Kenya (Nairobi).
(Ottawa)	*L. Lightman	British Trade Commissioner	September-October	In present post since 1960.
COLOMBIA (Bogota)	M. K. O. Simpson-Orlebar	First Secretary (Commercial)	September	In present post since 1962.
ETHIOPIA (Addis Ababa)	N. G. S. Beckett	First Secretary (Commercial)	September	Has served as Second Secretary (Commercial) in Peru (Lima) and as First Secretary (Commercial) in W. Germany (Bonn).
INDIA (Bombay)	A. Wooller	Principal British Trade Commissioner	October-November	Has served as British Trade Commissioner in New Zealand (Wellington), Canada (Ottawa and Toronto) and Hong Kong.
(Calcutta)	J. H. Gilligan	Assistant British Trade Commissioner.	October	Has also served as Assistant British Trade Commissioner in New Delhi.
LEBANON (Beirut)	M. B. Eaden	First Secretary (Commercial)	September	Has also served as First Secretary (Commercial) in Ethiopia (Addis Ababa).
MALAYSIA (Kuala Lumpur)	R. L. Sutton	British Trade Commissioner	September-October	Has served as Assistant British Trade Commissioner in Trinidad (Port of Spain).
NIGERIA (Lagos)	B. V. Bull	Assistant British Trade Commissioner	From October	Has also served as Assistant British Trade Commissioner in Ibadan.
PAKISTAN (Karachi)	J. W. Smith	Assistant British Trade Commissioner	November	In present post since 1961.
PERSIAN GULF (Bahrain)	A. Lindsay	Commercial Officer	October (London only)	In present post since 1961.
PERU (Lima)	D. K. Urquhart	Second Secretary (Commercial)	November	In present post since 1962.
PHILIPPINES (Manila)	E. C. Kitson	First Secretary (Commercial)	October	In present post since 1962.
SWEDEN (Stockholm)	F. C. D. Sargeant	First Secretary (Commercial)	October/November	In present post since 1962.
TANGANYIKA (Dar-es-Salaam)	R. S. Howe	Assistant British Trade Commissioner.	November	In present post since 1963.

*Customs matters (including anti-dumping duties).

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to about* 1,300 *leading Japanese industrialists and importers.*

British Trade and Industry *is financed in part by the advertising placed in it by British exporters. It forms a useful and inexpensive medium for firms interested in the Japanese market. Rates are* £12 *for a half page or* £20 *for a full page* (10 ins. × 7 ins.), *payable in sterling in London. Copy can be translated into Japanese at no extra cost. Further details can be obtained by writing to: The Commercial Department, British Embassy,* 1 *Ichibancho, Chiyoda-ku, Tokyo, Japan.*

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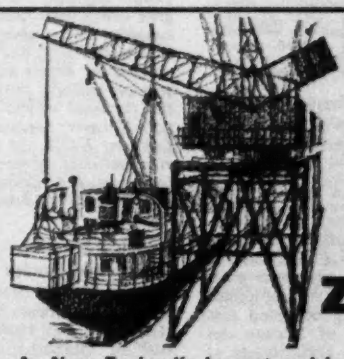

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Haymarket Office: 30 Royal Opera Arcade, SW1
Head Office: Wellington, New Zealand

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Vehicles for Philippines and Portugal

Heavy vehicle operators in the Philippines have placed orders for 10 Ranger medium weight bus chassis and 10 Monarch medium weight truck chassis. Uniao de Transportadores para Importacao e Comercio Ltda of Lisbon have placed orders for 10 Monarch load carrying trucks. All vehicles are made by AEC Ltd., London.

Malaysia kitchens contract

Stotts Ltd., Oldham, have secured a contract to supply equipment for two kitchens at the new international airport at Kuala Lumpur, Malaysia. The contract, won in the face of international competition, is worth over £20,000.

Boilers for Africa

Spencer-Bonecourt-Clarkson Ltd., London, have supplied a Bato 100 boiler for the Nigerian Northern Police College in Kaduna. A steambloc 800 boiler has been ordered by the Chana Textile Manufacturing Co. Ltd., for their factory at Tema.

Paper guillotines for India

Furnival and Co. Ltd., Manchester, a subsidiary of Crossley Brothers, have received a £12,000 contract from the India Store Department for the supply of automatic spacer cutting guillotines for a security paper mill project.

Pneumatic brakes

Twiflex Couplings Ltd., Twickenham, have supplied 60 pneumatic disc brakes to le Material Electrique S-W SA, Paris, for a new steel plant at Galati, Rumania. Twiflex have completed a contract for 80 pneumatically operated disc brakes for a new steel plant of Societe des Hauts-Fourhaux et Acieries de Differdange of Luxembourg and are supplying 40 of these for a new steel plant at Skopje, Yugoslavia.

Repeat orders for trucks

Atlantica C. Por A., of Santo Domingo, agents for the Leyland Motors Ltd., have placed repeat orders worth £250,000 which call for 65 trucks including haulage trucks and tippers with Edbro tipping gear and bodywork.

Iraqi Airways radio order

Iraqi Airways have placed a £45,000 order with Marconi Co. Ltd., Chelmsford for radio communication and navigation equipment for the three Hawker-Siddeley Trident aircraft due to enter service with the airline next spring.

Airborne transponder orders

Cossor Electronics Ltd., Harlow, have received orders for type 1600 airborne transponder to be supplied to Middle East Airlines Ltd., and Olympic Airlines Ltd.

The first load of machinery sent from Slough to equip the new plant in Holland for Copperad Ltd., being driven aboard the Transport Ferry Service's roll-on/roll-off 'Doric Ferry' at Tilbury bound for Rotterdam. The plant will manufacture heating equipment for Holland and other Common Market countries.

Export Tours

The United Kingdom businessmen listed below are among those who will be calling, or who have recently called, at H.M. Government's overseas posts during their current visits to export markets. Overseas Officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London, E.C.4. At the same time they are invited to send advanced details of their overseas tours to the Editor for publication in the Board of Trade Journal.

Motor accessories for Europe

Mr. G. H. Bartlett, sales manager of Sabre Motor Accessories, Tenk Products Ltd., Hayes, Middlesex, has recently returned from a sales tour of Germany and the Netherlands. The purpose of Mr. Bartlett's visit was to establish importing buyers of his company's range of motor car accessories; in particular a new range of door-guards which have been patented in all European countries. Mr. Bartlett plans to make a similar tour of Copenhagen, Stockholm and Oslo from August 24.

Middle East sales tour

Mr. J. A. Summers, assistant manager of A. Ronai Ltd., London, is travelling to Aden, Libya and Malta in early September. The company represents British manufacturers and have 250 agencies in Europe, the Near and Middle East and West Africa. Mr. Summers will be visiting some of these agencies.

Sales promotion tour

Mr. A. Garin, a sales executive of Decca Radar Ltd., London, arrived in Accra on August 17 to begin a sales promotion tour of Ghana, Sierra Leone, Cameroon, Southern Rhodesia, Kenya, Ethiopia, Eritrea and Libya.

South African sales tour

Mr. D. A. E. Edwards, an export executive of BSR Ltd., London, is travelling to the Republic of South Africa during August to assess the present market there for his company's range of electrical record changers, record players and tape decks and to make plans for future development. Mr. Edwards will also visit Salisbury, Southern Rhodesia for the same purpose.

Two British businessmen, Commander Anthony Courtney, M.P., a business consultant, and Captain Derek Wyburd, head of the Overseas Division of Industrial & Trade Fairs Holdings, Ltd., left Gatwick Airport on August 5 to visit Prague, Budapest, Bucharest and Sofia.

Commander Courtney will be representing a number of British companies, particularly Plessey International, whilst Captain Wyburd's purpose will be to encourage interest in various international exhibitions. Commander Courtney is a qualified pilot.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

AUSTRALIA

Circuit Breakers and Transformers for Electricity Commission of N.S.W. (Further Information.) September 14. E.S.B. 20374/64.*

Computer for Department of Supply. October 6. E.S.B. 24248/64.*

Distribution Boxes and Pillars for Hydro-Electric Commission of Tasmania. September 14. E.S.B. 25351/64.*

Lighting Equipment for Department of Civil Aviation. September 15. E.S.B. 24247/64.*

Television Monitoring Receivers for Postmaster-General's Department. September 29. E.S.B. 24055/64.*

Victorian Railways:

Telephone Equipment. September 16. E.S.B. 24246/64.*

Relays and Accessories. September 16. E.S.B. 24245/64.*

BURMA

Locomotive Parts and Fittings for Burma Railways. September 30. E.S.B. 23706/64.*

People's Stores Corporation:

Carbon. September 15. E.S.B. 24250/64.*

Generator. September 15. E.S.B. 24294/64.*

Hose: Respirator. September 15. E.S.B. 23704/64.*

Ship and Boat Accessories. September 14. E.S.B. 23707/64.*

Refractories. September 22. E.S.B. 23773/64.*

Panel Plan. September 15. E.S.B. 24251/64.*

Jacks. September 11. E.S.B. 24283/64.*

Pulleys and Pulley Blocks. September 15. E.S.B. 24286/64.*

Water Coolers. September 30. E.S.B. 24293/64.*

CEYLON

Materials for Water Supply and Treatment for Ceylon State Hardware Corporation. September 15. E.S.B. 23757/64.*

Tyres and Tubes for Government Stores Department. September 15. E.S.B. 23397/64.*

Department of Health:

Absorbent Lint. October 6. E.S.B. 23746/64.

Artery Forceps. November 10. E.S.B. 23745/64.

FORMOSA

Central Trust of China:

Boiler Tubes. September 11. E.S.B. 23708/64.*

Steel Sheets. September 15. E.S.B. 23759/64.*

Mill Cutters. September 15. E.S.B. 23709/64.*

Gear Motor. September 14. E.S.B. 23793/64.*

Plate Magnet. September 12. E.S.B. 23794/64.*

Aluminium. September 11. E.S.B. 23795/64*

Gate Valves. September 15. E.S.B. 24408/64.*

Rubber Hose. September 16. E.S.B. 24409/64.*

Rubber Gloves. September 19. E.S.B. 24030/64.*

Silk Bolting Cloth. September 30. E.S.B. 24032/64.*

Testing Instruments. September 18. E.S.B. 24035/64.*

Testing Set. September 21. E.S.B. 24244/64.*

Pipeline. (Further Information.) E.S.B. 18841/64.*

Steel Plate. September 16. E.S.B. 24287/64.*

Gas Cylinders. September 23. E.S.B. 11322/64.*

Lead Plates and Ingots. (Further Information.) Closing date postponed to September 15. E.S.B. 18062/64.*

Ion Exchange Resin. September 11. E.S.B. 23718/64.*

Ferro Chrome. September 10. E.S.B. 23719/64.*

Cast Steel Gate Valves. September 14. E.S.B. 23720/64.*

Lubricating Equipment. September 11. E.S.B. 23792/64.*

Testing Machine. September 16. E.S.B. 24026/64.*

Meters. September 17. E.S.B. 24029/64.*

Testing Equipment. September 21. E.S.B. 24031/64.*

Refinery Pump. September 16. E.S.B. 23947/64.*

FRANCE

Trailer for Headquarters, Allied Forces, Central Europe. September 23. E.S.B. 24249/64.*

GREECE

Spare Parts for Vehicles for Ministry of Communications. September 10. E.S.B. 23769/64.*

X-Ray Laboratory Accessories for Institute of Social Insurance. September 21. E.S.B. 24027/64.*

One of what are believed to be the two largest and heaviest dredging grabs in the world being prepared for shipment to Hong Kong at the Hull factory of Priestman Brothers Ltd. The grabs will operate from a Dutch-designed floating dredger and will dig mud from the sea bottom preparatory to the making of dam foundations for the Plover Cove Scheme, a fresh water reservoir being built to relieve the acute lack of drinking water in the territory.

Agricultural Bank of Greece:

Insulated Doors. September 22. E.S.B. 24023/64.*

Insulation Cork Plates. September 23. E.S.B. 23770/64.*

Ministry of Trade:

Automatic Security for Level Crossings/Lines. September 24. E.S.B. 23771/64.*

Protective Clothing. September 17. E.S.B. 13770/64.*

Cement Mixers. (Further Information.) Closing date postponed to September 14. E.S.B. 13047/64.*

Book Binding Machinery. September 11. E.S.B. 19139/64.*

HONG KONG

S.S. Holloways (Medical) for Government Stores Department. September 11. E.S.B. 24279/64.*

INDIA

Bacon Factory Equipment for Central Stores Purchase Department. October 20. E.S.B. 24038/64.*

Bearings for Indian Telephone Industries Ltd. September 11. E.S.B. 24288/64.

Coke Oven and By-product Plant for Hindustan Steel Ltd. November 16. E.S.B. 24042/64.

Compressors for Government of Andhra Pradesh. September 22. E.S.B. 24218/64.

Dam Gates for U.P. Irrigation Department. October 30. E.S.B. 24022/64.

(Continued on next page)

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Sea Inlet Valves and Valve Chests for Hindustan Shipyard Ltd. (Further Information.) Closing date postponed to September 9. E.S.B. 20575/64.*
Excavating Equipment for Kerala Ceramics Ltd. (Further Information.) Closing date postponed to September 20. E.S.B. 21144/64.*
Strip Packaging Machine; Dry Cota Tablet Machine for Universal Mechanical Works Private Ltd. September 17. E.S.B. 24063/64/DLF.
Tractors for Madras Port Trust. September 30. E.S.B. 24217/64.*
Truck Body Building for Rajasthan State Electricity Board. (Further Information.) September 11. E.S.B. 22908/64.
Madras State Electricity Board:
Transformers. September 28. E.S.B. 24058/64.*
Water Circulating System. (Further Information.) Closing date postponed to September 24. E.S.B. 20591/64.*
Integral Coach Factory:
Copying Lathe. September 11. E.S.B. 24050/64.
Welding Machine. September 11. E.S.B. 24049/64.
National Coal Development Corporation Ltd:
Pumps. October 5. E.S.B. 23711/64.*
Valves. October 7. E.S.B. 23713/64.*
Rope Haulage System. October 8. E.S.B. 23714/64.*
Supplies and Disposals Directorate:
Wire Rope and Wire. (Further Information.) E.S.B. 20349/64.*
Surface Grinding Machine. October 6. E.S.B. 23787/64.*
Screwing Machines. September 15. E.S.B. 24020/64.*
Compression Tester. October 23. E.S.B. 24021/64.*
Grinding Machine. September 25. E.S.B. 23790/64.
Hardness Tester. October 20. E.S.B. 23789/64.*
Bean Purchase Organization:
Drilling Accessories. October 7. E.S.B. 24214/64.*
Diamond Core Bits. October 16. E.S.B. 24213/64.
Electric Motors. September 25. E.S.B. 24212/64.
Core Barrel. October 16. E.S.B. 24216/64.*
Pipes and Fittings. October 23. E.S.B. 24215/64.
Diamond Bits. October 12. E.S.B. 23780/64.
Saws. November 20. E.S.B. 23779/64.
Atomic Energy Establishment, Trombay:
Gear Cutters. September 28. E.S.B. 24017/64.
Thermocouple Materials: Alumina Cement and Triangles. September 11. E.S.B. 24016/64.
Steel Folding Machine. September 21. E.S.B. 24014/64.*
Air Liquifying Plant. October 16. E.S.B. 24015/64.*
Solenoid Valves. September 18. E.S.B. 23337/64.
S.S. Sheets. September 22. E.S.B. 23341/64.

IRAN

Activated Carbon for Iran Factories Co. (Sugar Industry Div.). October 12. E.S.B. 24093/64.*

IRAQ

Transmission Lines and Sub-stations for Ministry of Industry. October 24. E.S.B. 24005/64.*
Ministry of Oil:
Tankers and Tank Trailers. October 14. E.S.B. 24087/64.
Vehicles. October 11. E.S.B. 24088/64.
Ministry of Municipal and Rural Affairs:
Bracket Channels. September 22. E.S.B. 24204/64.
Street Light Brackets. September 29. E.S.B. 24094/64.
Pumps. November 17. E.S.B. 24201/64.
Ministry of Finance:
Electro-Surgical Instruments Table. September 20. E.S.B. 24099/64.
Porcelain; Iron Equipment. October 4. E.S.B. 24097/64.
Surgical Instruments; Laboratory Equipment. November 18. E.S.B. 24096/64.
Air Conditioners. October 11. E.S.B. 24090/64.
Airport Ground Equipment. September 20. E.S.B. 24086/64.
Veterinary Remedies. October 4. E.S.B. 24091/64.
Blood Bank Equipment. September 13. E.S.B. 24092/64.

KUWAIT

Ministry of Electricity and Water:
Lighting and Ancillary Electrical Services. September 9. E.S.B. 24054/64.*
Pipes and Sockets. September 16. E.S.B. 24011/64.*

LEBANON

Lebanese State Railways:
Machine Tools and Equipment. September 23. E.S.B. 23740/64.*
Machinery for Manufacture of Nuts, Bolts, etc. September 23. E.S.B. 23741/64.*

MOROCCO

Radio Transmitters for Radio Diffusion Television Marocaine. October 5. E.S.B. 23797/64.*

NEW ZEALAND

Transformers for Electric Power Board, Auckland. October 23. E.S.B. 23796/64.*
New Zealand Electricity Department:
Telecommunications Equipment. September 24. E.S.B. 24281/64.*
Transformer Bank. October 27. E.S.B. 24209/64.*
General Post Office, Wellington:
Cotton Drill. September 18. E.S.B. 24206/64.*
Torches. September 18. E.S.B. 24205/64.*
Waitemata Electric Power Board:
Circuit Breakers. October 23. E.S.B. 24207/64.*
Switchgear. October 23. E.S.B. 24208/64.*

NORTHERN RHODESIA

Central Supply and Tender Board:
Antibiotics. September 18. E.S.B. 24069/64.*
Generation Equipment. September 18. E.S.B. 24068/64.*

PAKISTAN

Railway Wagon Components for Pakistan Western Railway. September 18. E.S.B. 23788/64.

PAPUA

Papua and New Guinea Electricity Commission:
Transformers. September 21. E.S.B. 24242/64.*
Transformers. September 21. E.S.B. 24243/64.*

PHILIPPINES REPUBLIC

Pipes/Valves and Fittings for National Power Corporation. September 10. E.S.B. 24295/64.*
Waterworks Equipment for National Waterworks and Sewerage Authority. September 30. E.S.B. 23755/64.*

SOUTH AFRICA

Civil Engineering for Department of Water Affairs. (Further Information.) Closing date extended to September 15. E.S.B. 23314/64.*
Cape Provincial Administration:
Lead Pencils. September 11. E.S.B. 24062/64.*
Paper and Plastic Products. September 11. E.S.B. 24060/64.*
Clothing. September 15. E.S.B. 24061/64.*
Transvaal Provincial Tender Board:
Oxygen Chambers. September 11. E.S.B. 24003/64.*
Encephalograph. September 11. E.S.B. 24002/64.*
Ball-point Pens. September 11. E.S.B. 24001/64.*
Welding Equipment. September 25. E.S.B. 24004/64.*
State Tender Board:
Films. September 10. E.S.B. 24255/64.*
Lathes. September 14. E.S.B. 24233/64.*
Lathe. September 14. E.S.B. 24234/64.*
Decompression Chamber. September 10. E.S.B. 24254/64.*
Solid Fuel. September 10. E.S.B. 24256/64.*
X-ray Units. September 16. E.S.B. 24220/64.*
Metallic Foil. September 9. E.S.B. 24222/64.*
Stationery. September 9. E.S.B. 24229/64.*
Photographic Equipment. September 10. E.S.B. 24253/64.*
Envelopes. September 10. E.S.B. 24230/64.*

SOUTHERN RHODESIA

Projectors for Ministry of Education. September 10. E.S.B. 24065/64.
Southern Rhodesian Government:
Refrigerators. September 10. E.S.B. 24067/64.
Trailers. September 10. E.S.B. 24066/64.*

SPAIN

Construction Project for Junta de Obras y Servicios del Puerto de Gijon-Musel. September 23. E.S.B. 23775/64.
Constructional Project for Junta de Obras y Servicios del Puerto de Bilbao. September 17. E.S.B. 24267/64.
Ministerio de Obras Publicas:
Constructional Project. September 16. E.S.B. 24266/64.
Construction Work for Irrigation Dam and Reservoir. October 15. E.S.B. 24059/64.

SUDAN

Well Boring Equipment for Sudan Gezira Board. September 14. E.S.B. 24299/64.*
Department of Stores and Equipment:
Chairs. September 12. E.S.B. 23992/64.
Paste Bowls. September 9. E.S.B. 23991/64.

THAILAND

State Railway (Yod-Se):
Floodlights. September 9. E.S.B. 24236/64.
Steel. September 24. E.S.B. 24238/64.

TURKEY

Turkish Maritime Bank:
Hoists. September 9. E.S.B. 24007/64.*
Marine Equipment. September 11. E.S.B. 24259/64.*
Pumps. September 13. E.S.B. 24258/64.*
Windlass; Anchors. September 15. E.S.B. 24257/64.*

UNITED STATES

United Nations Purchase and Transportation Department:
Drilling and Pumping Equipment. September 14. E.S.B. 23772/64.*
Pharmaceuticals; Hospital Equipment. September 24. E.S.B. 24275/64.*

VENEZUELA

Hydro-Electrical Equipment for C.V.G. Electrification del Carou CA (Edelca). October 19. E.S.B. 24268/64.*
Road Construction for Ministry Public Works. (Advance Information.) Closing date not known. E.S.B. 24372/64.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (CITy 5757, Ext. 427). Please quote reference numbers in all inquiries.

Afghanistan
Inquiry for diesel engine; generator. (E.S.B. 24102/64.)

Australia
Agency inquiry for bathroom fittings; soap dispensers. (E.S.B. 24340/64.)
Agency inquiry for chinaware and pottery; fancy goods; imitation jewellery; leather goods; toilet requisites. (E.S.B. 18196/64.)
Agency inquiry for audio and visual educational equipment. (E.S.B. 23850/64.)
Agency inquiry for industrial materials and supplies. (E.S.B. 23540/64.)
Inquiry for car mascots; glassware; tableware. (E.S.B. 10669/64.)
Inquiry for light sensitive relays. (E.S.B. 23964/64.)
Inquiry for foodstuffs. (E.S.B. 23537/64.)
Inquiry for fluorescent tubes. (E.S.B. 23811/64.)
Inquiry for bituminous coatings; machinery and plant. (E.S.B. 23821/64.)
Manufacture under licence – special purpose. (E.S.B. 23822/64.)
Collaboration – civil and industrial engineering. (E.S.B. 24175/64.)
References to the Special Advisory Authority. (C.R.E. 8958/64.)

Belgium
Agency inquiry for women's clothing. (E.S.B. 24301/64.)

Bermuda
Inquiry for insecticides; rose bushes. (E.S.B. 24322/64.)

British Honduras
Agency inquiry for beds; mattresses. (E.S.B. 23919/64.)
Inquiry for general farm and livestock equipment. (E.S.B. 23996/64.)

Canada
Agency inquiry for diesel and petrol engines; V-belt pulleys and drives. (E.S.B. 24117/64.)
Inquiry for knitwear. (E.S.B. 23202/64.)
Inquiry for confectionery; groceries. (E.S.B. 23596/64.)
Inquiry for modern language laboratory equipment. (E.S.B. 4986/64.)
Inquiry for wire forming machines. (E.S.B. 24314/64.)
Inquiry for engines; prefabricated buildings. (E.S.B. 24595/64.)
Inquiry for modern language laboratory equipment; physics laboratory and workshop equipment – further information. (E.S.B. 4986/64.)
Inquiry for children's clothing. (E.S.B. 23838/64.)
Federal Government contracts. (E.S.B. 8641/64.)

Costa Rica
Inquiry for armature cores and shafts. (E.S.B. 24173/64.)

Denmark
Agency inquiry for tapes and elastics; overcoatings; worsted suitings. (E.S.B. 5976/64.)

Egypt
Inquiry for rope; thread. (E.S.B. 20705/64.)

Finland
Agency inquiry for marine hydraulic equipment. (E.S.B. 23984/64.)
Agency inquiry for bone china; earthenware; glassware; rainwear. (E.S.B. 14292/64.)

Formosa
Agency inquiry for medical equipment and supplies. (E.S.B. 23590/64.)

France
Agency inquiry for bearings. (E.S.B. 24157/64.)
Agency inquiry for blankets; plaids; woollen cloth. (E.S.B. 24132/64.)
Inquiry for plumbing articles. (E.S.B. 23539/64.)
Inquiry for carpets; lace; mattresses; printed cottons (E.S.B. 24156/64.)

Germany, Federal Republic of
Agency inquiry for raw materials for the pharmaceutical and cosmetics industries. (E.S.B. 24198/64.)
Inquiry for profile wires. (E.S.B. 23560/64.)
Inquiry for road making and maintenance equipment. (E.S.B. 23966/64.)
Inquiry for industrial fabrics. (E.S.B. 23891/64.)
Inquiry for chemicals. (E.S.B. 23834/64.)
Inquiry for women's bathing caps. (E.S.B. 23645/64.)
Inquiry for machinery and equipment for oil refinery. (E.S.B. 24104/64.)
Inquiry for lubricating materials. (E.S.B. 24118/64.)
Inquiry for fish. (E.S.B. 23857/64.)
Manufacture under licence – welding shield glasses. (E.S.B. 23074/64.)
Manufacture under licence – transformers. (E.S.B. 23664/64.)

Ghana
Inquiry for Bailey bridging; sewage treatment plant. (E.S.B. 23595/64.)

Honduras, Republic of
Inquiry for brick factory plant. (E.S.B. 23895/64.)

India
Collaboration – oil seals and hydraulic packings. (E.S.B. 20246/64.)
Collaboration – pneumatic equipment. (E.S.B. 22619/64.)
Collaboration – engineering products. (E.S.B. 23098/64.)

Iraq
Inquiry for drugs. (E.S.B. 24617/64.)
Inquiry for raw materials for the canning industry. (E.S.B. 24148/64.)
Government Trading Organization. (E.S.B. 24617/64.)

Irish Republic
Agency inquiry for guitars. (E.S.B. 24361/64.)

Israel
Agency inquiry for advertising aids; car cleaning machines; educational aids; TV sets. (E.S.B. 23897/64.)
Agency inquiry for television sets. (E.S.B. 23866/64.)
Agency inquiry for car washing equipment. (E.S.B. 21456/64.)
Agency inquiry for office machinery. (E.S.B. 24193/64.)
Inquiry in respect of anodizing. (E.S.B. 23272/64.)
Inquiry for food packaging machinery. (E.S.B. 23827/64.)
Inquiry for concrete plant. (E.S.B. 23867/64.)
Manufacture under licence – electric motors. (E.S.B. 23885/64.)

Italy
Agency inquiry for construction of electric power stations. (E.S.B. 23966/64.)
Agency inquiry for batteries. (E.S.B. 23872/64.)

Italy/Denmark
Trade Agreement. (CRE 2206/G.)

Italy/Malagasy Republic
Trade Agreement. (CRE 10237/G.)

Jamaica
Agency inquiry for generators. (E.S.B. 22836/64.)

Japan
Agency inquiry for poultry machinery. (E.S.B. 23669/64.)

Jordan
Collaboration – separators for wet batteries. (E.S.B. 22802/64.)

Malaysia
Agency inquiry for refuse incinerators. (E.S.B. 16236/64.)
Inquiry for aluminium and copper ingots, rods and wire. (E.S.B. 24598/64.)
Inquiry for dental instruments; surgical instruments. (E.S.B. 23700/64.)

New Zealand
Agency inquiry for leather. (E.S.B. 23268/64.)
Inquiry for millinery materials; shirtings. (E.S.B. 23270/64.)

Nigeria
Inquiry for machinery and plant for making cutlery. (E.S.B. 24360/64.)

North America
Visits of department store buyers. (E.S.B. 506/64.)

Norway
Agency inquiry for knitwear; textiles. (E.S.B. 24123/64.)

Pakistan
Inquiry for ampoule making machinery; pharmaceuticals. (E.S.B. 17280/64.)
Inquiry for tile manufacturing machinery. (E.S.B. 23985/64.)

Philippines Republic
Inquiry for foundry equipment. (E.S.B. 12999/64.)

Portugal
Agency inquiry for fibre glass reservoirs. (E.S.B. 23651/64.)
Agency inquiry for anaesthesia apparatus; laboratory apparatus and equipment. (E.S.B. 23690/64.)
Agency inquiry for domestic electric appliances; television sets. (E.S.B. 23665/64.)
Agency inquiry for carbon black. (E.S.B. 23809/64.)

South Africa
Agency inquiry for textiles. (E.S.B. 24101/64.)

Southern Rhodesia
Inquiry for automotive components plant. (E.S.B. 24364/64.)

Spain
Manufacture under licence – deep freezing equipment for fishing vessels. (E.S.B. 23905/64.)

Sudan
Inquiry for equipment for the manufacture of toys. (E.S.B. 23620/64.)

Sweden
Agency inquiry for automobile accessories; chamois leather. (E.S.B. 24341/64.)
Agency inquiry for caravans. (E.S.B. 23806/64.)
Agency inquiry for raw materials and chemicals for the paper and pulp industry. (E.S.B. 24339/64.)

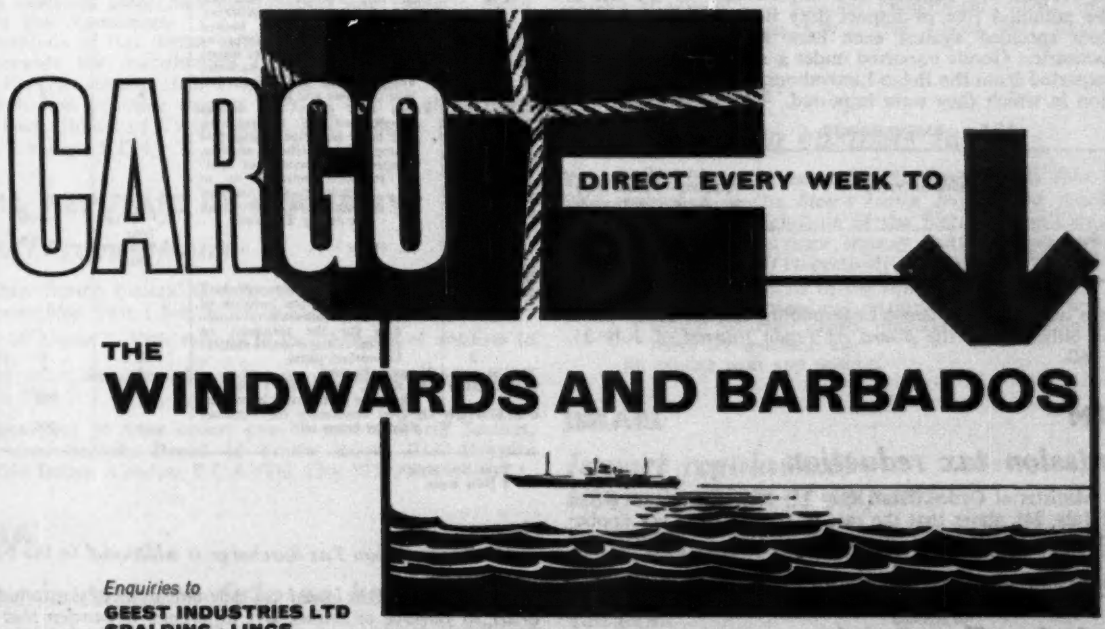
Switzerland
Agency inquiry for piece goods; raw wool; knitwear; yarns. (E.S.B. 23934/64.)
Agency inquiry for gas lighters; nail brushes. (E.S.B. 23863/64.)

Tanganyika
Inquiry in respect of oil refinery. (E.S.B. 23874/64.)

Thailand
Agency inquiry for building materials. (E.S.B. 23868/64.)
Inquiry for automotive spare parts. (E.S.B. 23999/64.)
Inquiry for earth-moving equipment. (E.S.B. 24608/64.)

United States
Agency inquiry for biscuits. (E.S.B. 23884/64.)
Inquiry for protective gloves. (E.S.B. 22565/64.)
Inquiry for copper tellurium base for rectifiers. (E.S.B. 23914/64.)
Construction sub-contracts – further information. (E.S.B. 14656/63.)
Manufacture under licence – egg cartons. (E.S.B. 24596/64.)

Venezuela
Agency inquiry for equipment for oil industry. (E.S.B. 23986/64.)
Inquiry for automotive spare parts. (E.S.B. 23807/64.)



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GEEST LINE

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of August 12, 1964 (*Moniteur Belge* No. 159 of August 15), contains two amendments to the list of goods to be admitted free of import duty during 1964 up to an annual quota specified against each item when imported from non-EEC countries. Goods imported under a duty tariff quota may not be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

AMENDMENTS

Tariff No.	Description of Goods	Annual Quota (Quantity – Metric tons)	
		OLD	NEW
73-02 E I	Ferro-chromium	2,700	5,600
ex 73.02 H	Ferro-molybdenum	210	430

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of July 31, 1964, page 260.

BELGIUM

Transmission tax reduction

A BELGIAN Ministerial Order dated July 15, 1964 (*Moniteur Belge* No. 143 of July 24), states that the rate of transmission tax applicable to imports of iron ores, including roasted iron pyrites, is reduced to 4 per cent (from 6 per cent).

The Order came into force from July 24, 1964.

Transmission Tax Surcharge on imported goods

A BELGIAN Royal Decree dated July 15, 1964 (*Moniteur Belge* No. 142 of July 23), makes the following changes in Transmission Tax Surcharge payable on certain imported goods.*

The decree came into force on July 23, 1964.

Benelux Tariff No.	Description	Basic Transmission tax	Transmission tax surcharge on imported goods	Effect of Decree of July 15, 1964
		Per cent.	Per cent.	Per cent.
61.02 A	Infants' outer garments	13*, 11*, 7*, 6,* or 1·2*	3	Minus 2
61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs	13,* 11,* or 1·2*	4	Minus 1
61.04	Women's, girls' and infants' under garments	13,* 11,* or 1·2*	4·50	Minus 0·50
61.09	Corsets, corset-belts, suspender-belts, brassières, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabric), whether or not elastic	11*	4·50	Minus 0·50
73.01 A	Speigeleisen	6	5	Plus 5†
73.02 A I	Ferro-manganese containing more than 2% by weight of carbon (carburized ferro-manganese)	6	5	Plus 5†
ex 73.02 H	Ferro-vanadium	6	5·50	Plus 5·50†
ex 78.01 A	Unwrought lead, except that containing in weight at least 0·03% of silver and destined for refining ('work lead')	6	5	5†
78.02 B	Wrought bars, rods, angles, and sections of lead; lead wire: Other than lead-tin solder: ex. Products referred to in Article 33[5] of the General Regulations Governing the Stamp Tax Code	12,* 6 or free	4·50	Plus 4·50†
	ex Other	12,* 6 or free	7	Plus 7†
78.03 A II	Wrought plates, sheets and strip, of lead, of a weight exceeding 1,700 grammes per square metre: Of square or rectangular shape Other than lead-tin solder: ex. Products referred to in Article 33[5] of the General Regulations Governing the Stamp Tax Code	12,* 6 or free	4·50	Plus 4·50†
	ex. Other	12,* 6 or free	7	Plus 7†
B	Of other than square or rectangular shape: ex. Products referred to in Article 33[5] of the General Regulations Governing the Stamp Tax Code	12,* 6 or free	4·50	Plus 4·50†
	ex. Other	12,* 6 or free	7	Plus 7†
78.04	Lead foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material), of a weight per square metre (excluding any backing) not exceeding 1,700 grammes; lead powders and flakes	6	8	Plus 8†
78.05	Tubes and pipes and blanks therefor, of lead: hollow bars, and tube and pipe fittings (for example, joints, elbows, sockets, flanges and S-bends), of lead: ex. Products referred to in Article 33[5] of the General Regulations Governing the Stamp Tax Code	12,* 6 or free	4·50	Plus 4·50†
	ex. Other	12,* 6 or free	7	Plus 7†
78.06 B I	Other articles of lead: Other than containers with lead covering for the purpose of screening radio-active radiation for the transport or storage of radio-active matter: Unworked parts	6	8	Plus 8†
79.01 A	Unwrought zinc	6	5	Plus 5†
ex 84.18 D II b	Oil filters, petrol filters and air filters for motor vehicle engines	6	Nil	Minus 5
ex 84.61 B III b	Oil-level regulators for furnaces fired by heavy oil	6	Nil	Minus 6

* Taxe Forfaitaire.
† New item.

Note:

The Transmission Tax Surcharge is additional to the basic Transmission Tax.

This surcharge is levied on certain specified imported goods in order to remove or reduce any difference in burden that may arise between taxation on imported goods and taxation on goods manufactured in Belgium.

*A previous notice on this subject was published in the *Board of Trade Journal* of October 11, 1963, page 835.

FRANCE

Electrical equipment

THE FRENCH *Journal Officiel* of July 3, published a decree forbidding the manufacture (for sale on the home market), the installation and the sale of certain electrical equipment which cannot function on 220 volts AC monophase, with or without the use of a transformer.

The appliances covered by this decree are:

domestic electrical appliances with single-rating motors, the unitary power of each motor being not more than 200 watts;

domestic electrical appliances with asynchronous motors and not listed in decrees nos. 62-1295 of November 3, 1962 and 63-133 of February 14, 1963; (notices of these decrees were published in the *Board of Trade Journal* dated November 30, 1962, page 1139 and March 8, 1963, page 590);

calculating and accounting machines, cash registers, franking and stamping machines, statistical machines, duplicators, typewriters and other office machinery.

The following items are not covered by the present decree:

vacuum cleaners; hair-driers and helmet hair-driers, single rating, manufactured before June 30, 1964; hair-driers and helmet hair-driers with several ratings; coffee grinders manufactured before June 30, 1964.

For the following apparatus, only the heating elements need be replaced at the time of the changeover to 220 volts:

cookers with enclosed heating elements (shrouded or quartz) with single ratings, manufactured before June 30, 1964;

cookers with enclosed heating elements (shrouded or quartz) with several ratings.

The dispositions of this decree enter into force as from July 1, 1964, as regards the manufacture of these articles, from April 1, 1965, as regards their installation and sale (except for typewriters), and from July 1, 1965, as regards the installation and sale of typewriters:

The same *Journal Officiel* published a further decree, forbidding the manufacture for sale on the home market, the installation and sale of certain electrical equipment which cannot function on 220 volts AC monophase or 220/380 volts AC three-phase, with or without the use of a transformer.

The appliances covered by this decree are:

coffee mills, blade type;

coffee grinders, except those manufactured before June 30, 1964;

monobloc air-conditioners;

addressing machines;

dictating machines other than electrophones and magnetic sound recorders and reproducers.

The dispositions of this decree enter into force as from July 1, 1964, as regards the manufacture of these articles and from October 1, 1964, as regards their installation and sale.

The French text of these decrees may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

FEDERAL REPUBLIC OF GERMANY

Foodstuffs regulations

THE UNDERMENTIONED Federal German orders have been published in *Bundesgesetzblatt* Part I No. 42 of August 12, 1964:

Order of August 5, 1964, relating to the admission of additives to table salt;

Second order amending the order on dietetic foodstuffs, dated August 6, 1964.

The original text of these orders can be seen at Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

AUSTRIA

Increase in customs duty on hens' eggs

WITH REFERENCE to the notice which was published in the *Board of Trade Journal* on April 10, 1964, about the publication of an Austrian Government Order supplementing the Customs import duty for hens' eggs; it hs now been reported in the *Bundesgesetzblatt* that the validity of the order will expire on December 31, 1964.

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D4/5752 of July 24, 1964 (*Nederlandse Staatscourant* No. 144 of July 28), contains amendments (reproduced below) to the list of goods to be admitted free of import duty up to an annual quota specified against each item when imported from non-EEC countries.

Goods imported under the terms of this Order may not be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated).

The Order came into force from July 30, 1964.

AMENDMENTS

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)	
		OLD (Prior to July 30, 1964)	NEW (From July 30, 1964)
78.01 A	Unwrought lead	20,000*	31,500†
79.01 A	Unwrought zinc	5,000*	10,000†

* Quota for the period for the first half of 1964.
† Quota for the year 1964.

A previous notice on The Netherlands Import Duty Tariff quotas was published in the *Board of Trade Journal* of August 21, page 413.

IRAQ

Import of tea

THE IMPORTATION of tea into Iraq has been made exclusive to the Government Purchasing Board which is part of the General Trade Organization.

All present tea importers and wholesalers and retail merchants shall only be concerned with distributing the quantities available.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

SIERRA LEONE

Amendment to customs tariff

THE SIERRA LEONE Customs Tariff (Amendment) (No. 4) Order, 1964, published in the *Sierra Leone Supplement* dated July 16, amends the Second Schedule of the Sierra Leone Customs Tariff (Table of exemptions from Import Duty) by the re-lettering of paragraphs (b) and (d) respectively of item 28 to read as follows:

28. Building materials of the following kinds:
(a) corrugated sheets and ridgings, pipes, piping and tubes and fittings for water supply, drainage, etc., not including taps and cocks for domestic use;
(b) roofing nails and washers.

ISRAEL

Import regulations—liberalization of imports

THE MINISTRY OF COMMERCE and Industry of Israel has announced the following additions to the list of commodities for which import licences are issued without restrictions.

Tariff Ref. No.	Description
73.20 (f)	Elbows, double elbows, arches and angles of tubes, with an outer diameter not exceeding 220 mm., excluding those of cast iron.
817	Containers of any kind used for spraying by the aerosol system and their parts, not falling within Headings 39.07, 70.10, 73.40, 76.16, 84.21 or 84.61.

All inquiries about this notice should be addressed to Export

Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

Liberalization of imports

A NOTICE APPEARED in the *Board of Trade Journal* on May 29, 1964 concerning amendments to the list of items which may be imported into Israel without an import licence. The following are further amendments to the list as originally published in the official gazette, *Kovetz Hatakanot*.

Customs Tariff Item	Brief Description
Add: 87.12 (a)	Petrol tanks for motor cycles or scooters.
87.12 (b)	Brakes for bicycles.

The following numbers represent the amendments to the commodities already subject to special terms as given in paragraphs 1-13 of Part C of the list of goods which may be imported into Israel without an import licence.

Part C	Customs Tariff Numbers
Paragraph 9	Delete all items and substitute the following: 40.11 73.35 (a) 83.02 84.06 to 87.12 (b) (2) inclusive. 98.10
Paragraph 10	Delete all items and substitute the following: 73.35 (a) — 84.63 (j) 83.02 — 85.08 (j) 84.06 (b) (2) (b) — 85.09 84.06 (j) (3) — 85.19 (d) (9) (I) 84.10 (d) (1) — 87.06 (j) 84.10 (f) (2) — 87.12 (a) 84.11 (a) (1) — 87.12 (b) (1) 84.11 (e) (4) — 87.12 (b) (2) 84.12 (a) — 98.10
Paragraph 12	Delete No. 40.11

Labelling regulations

IT HAS ALSO BEEN announced in the official gazette, *Kovetz Hatakanot* No. 1563 of March, 1964, that a new regulation for the labelling of foodstuffs entering Israel has come into force. Under the new regulation, all imported foodstuffs must carry in Hebrew a label describing the product itself, the name of the manufacturer or importer, the weight and size of the product and a list of the raw materials of which is it composed.

All inquiries about this notice should be addressed to Export Services Barnch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

SOUTHERN RHODESIA

Application for increase in duty

THE BRITISH TRADE COMMISSIONER at Salisbury has reported that the Ministry of Trade, Industry and Development has received an application for an increase in the customs duty on tungsten carbide tipped drill bits and borers, drill rods and drill stems, and coal cutter picks for use in the mining industry. The *ad valorem* duties requested are 35 per cent (Col. A), 30 per cent (Col. B), and 25 per cent (Cols. C and D). Britain pays the Column D rate of duty.

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Trade, Industry and Development, and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Southern Rhodesian Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 11035/64.

Import control

SOUTHERN RHODESIA Government Notice No. 511, published in the *Government Gazette* of July 17, amends the Control of Goods (Import and Export) (Agriculture) Order, 1964 by the insertion of 'skim milk powder in packages weighing 10 lb. or more' in the list of goods requiring an import permit if grown, produced or manufactured in any country other than the Bechuanaland Protectorate, Northern Rhodesia, Malawi (formerly Nyasaland) or the Republic of South Africa.

SOUTHERN RHODESIA, NORTHERN RHODESIA AND MALAWI

Establishment of reserve banks

ON THE DISSOLUTION of the Federation of Rhodesia and Nyasaland arrangements were made for the continuance in force in the three territories, with necessary modifications, of existing legislation on currency, banking and exchange control during a transitional period. During this period the Bank of Rhodesia and Nyasaland continues to manage and issue the existing common currency until such time as the three territories begin to issue their own currencies. The present currency will be freely exchangeable for the new territorial issues for some months thereafter, and adequate notice is expected of both the dates of issue of the new currencies and the date the existing currency ceases to be legal tender.

Under legislation passed in Southern Rhodesia and Malawi (formerly Nyasaland), the Reserve Bank of Rhodesia and the Reserve Bank of Malawi have been established, and similar legislation in Northern Rhodesia is expected when that territory attains independence in October. The legislation already passed provides for the transfer to each of these Central Banks of certain assets and liabilities of the Bank of Rhodesia and Nyasaland, and gives each bank power to issue and manage the currency in its territory. Provision is also made for the 'demonetization' of the Federal currency. The unit of currency in Malawi is to be the Malawi pound, divided into twenty shillings, each shilling being divided into twelve pence. The parity of the Malawi pound is to be equivalent to 2·48828 grams of fine gold.

The Reserve Banks will gradually take over the functions exercised by the Bank of Rhodesia and Nyasaland, and no announcement has yet been made specifying the dates of issue of the new currencies or the date of 'demonetization'. A further notice will appear in the *Board of Trade Journal* when an announcement on the currencies or any consequent exchange control changes is made.

REPUBLIC OF SOUTH AFRICA

Refund of duty

GOVERNMENT NOTICES R1205, R1206 and R1207, published in the Republic of South Africa *Government Gazette* of August 14, amend the Third Schedule to the customs tariff as follows:

Item	Article	Refund of Duty	Refund of Duty
966	Materials or articles used in the manufacture, processing or packing of goods in the Republic, as specified hereunder, on exportation of such goods:		
	(a) To territories other than Basutoland and the Protectorate of Bechuanaland and Swaziland:		
	By the addition, after sub-paragraph (80) of paragraph (a) of the following sub-paragraphs:		
	(81) Slide fasteners, used in the manufacture of clothing	—	The whole duty
	(82) Plastic-coated metal handles, for the manufacture of hollow-ware	—	The whole duty
	(83) Unprinted woven fabrics, commonly known as downproof, containing more than 50% by weight of rayon or cellulose acetate or mixtures thereof, used in the manufacture of pillows	—	The whole duty
	(84) Cellulose fibre tape, for strapping bales of cellulose pulp	—	The whole duty
	(85) Mustard sauce, used in the canning of fish	—	The whole duty

Imposition of ordinary dumping duty

GOVERNMENT NOTICE R1208, published in the Republic of South Africa *Government Gazette* of August 14, repeals Government

Notice R245 of July 21, 1961, and imposes ordinary dumping duty, in addition to any other duty payable thereon, on the undermentioned goods which are imported into the Republic from or originate in the territories mentioned hereunder.

Tariff Item	Goods	Territory
ex 151 (a)	Portable platform scales (excluding automatic dial types and steelyard types not operated with loose weights) with a maximum weighing capacity of not less than 500 lb. and not more than 2,100 lb.	United Kingdom of Gt. Britain and Northern Ireland.

Note: The effect of this notice is to reimpose the existing dumping duty, but to exclude platform scales of the steelyard type, not operated by means of loose weights, from the dumping duty.

Customs tariff changes

GOVERNMENT NOTICES R1158 and R1159, published in the Republic of South Africa *Government Gazette* of August 7, sets out the following amendments to the Republic's customs tariff with effect from that date. Britain pays the interim rate of duty unless otherwise stated.

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
	G.N. R1158	Cents.	Cents.	Cents.
69	(1) Hats, caps and bonnets, excluding berets, and hoods and shapes: By the substitution, for sub-paragraph (b) of paragraph (1), of the following sub-paragraph: (b) Miners' safety hats and caps; crash helmets	—	Free	—
77	(2) Waste and flock containing more than 50% by weight of wool: By the substitution, for sub-paragraph (b) of paragraph (2), of the following sub-paragraph: (b) Waste (including pulled or garnetted rags): (i) Carded or otherwise processed	—	10%	—
	(ii) Other	—	Free	—
205	(1) (c) Sheets, sheeting or strip of artificial plastic material exceeding 0·005 inch in thickness: By the substitution, for sub-paragraph (iv) of paragraph (1) (c), of the following sub-paragraph, the existing sub-paragraph (iv) becoming sub-paragraph (v): (iv) Treated with light-reflective material, suitable for use on road signs	—	Free	—
	G.N. R1159			
130	(c) Parts and materials, not specified in the note to this paragraph of unassembled chassis (whether or not to be fitted with imported unassembled cabs) on which bodies of goods vehicles with a total gross vehicle weight of 22,400 lb. or more, or of ambulances, hearses and omnibuses, are to be built in the Republic: (i) In the form prescribed by the Minister and under such conditions as he may impose	—	3%	—
	(ii) Other	—	5%	—
	By the substitution, for the rate of duty in sub-paragraph (ii) of paragraph (c), of the following rate of duty	—	13%	—

Rebate of duty for manufacturing purposes

GOVERNMENT NOTICES R1160, R1161, R1162 and R1165, published in the Republic of South Africa *Government Gazette* of August 7, amend the Second and Third Schedules to the customs tariff as follows:

Item	Article	Duty rebated as under
	G.N. R1160 *Second Schedule*	
451	Textile industry: (14) Yarn, threads and twists, of a count 2/5os. or finer, containing more than 50% by weight of worsted wool, the fibres of which have been colour printed prior to the spinning process, for the manufacture of knitted goods (except socks, stockings and three-quarter hose)	To the extent of the intermediate duty
	By the deletion of paragraph (14).	
	G.N. R1161. By the addition, after paragraph (20), of the following paragraph: (21) Yarn containing more than 50% by weight of man-made fibre (excluding rayon or cellulose acetate or mixtures thereof), for the manufacture of infants' knitted clothing	To the extent of the intermediate duty.
	G.N. R1162.	
491	Industry for the Manufacture of Clothing other than shirts, collars, pyjamas, nightdresses, knitted apparel, waterproof clothing and clothing of real or imitation fur: (1) (a) For the manufacture of women's, girls', men's and boys' clothing, the following: By the substitution, for sub-paragraph (ii) of paragraph (1) (a) of the following sub-paragraph: (ii) Ornamental textile trimmings, other than braid	To the extent of the intermediate duty.

Item		Rebate	Refund
	Third Schedule		
	G.N. R1165.		
992	By the addition, after item 991, of the following item: 992 Fabrics woven from continuous polyvinylidene fibre yarn or woven from discontinuous polyvinyl alcohol fibre yarn, for use as shade cloth for horticultural purposes Provided the importer declares that such fabric is imported solely for such use and that it will not be disposed of for any other purpose without the prior permission of the Secretary and subject to any conditions (including payment of customs duty) which he may impose.	The whole duty	—

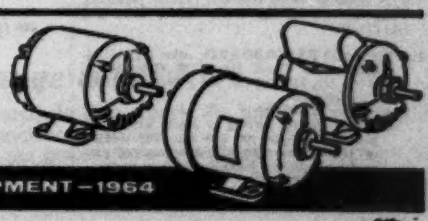
Imposition of ordinary dumping duty

GOVERNMENT NOTICE R1166, published in the Republic of South Africa *Government Gazette* of August 7, impose ordinary dumping duty, in addition to any other duty payable thereon, on the undermentioned goods which are imported into the Republic from or originate in the territories mentioned hereunder. The dumping duty imposed also applies to any such goods imported under rebate of duty facilities.

Tariff Item	Goods	Territories
197 ex (b)	Methylsalicylate	Denmark, Federal Republic of Germany, Western Sectors of Berlin, France, Hungary, Poland, Union of Soviet Socialist Republics.
239 ex (2)	Magnesium trisilicate	Federal Republic of Germany, Western Sectors of Berlin.
239 ex (2)	Salicyl amide and acetaminophenol	Denmark, Federal Republic of Germany, Western Sectors of Berlin, France, Hungary, Poland, Union of Soviet Socialist Republics.
239 ex (2)	Phenacetin	Denmark, Federal Republic of Germany, Western Sectors of Berlin, France, Hungary, Poland, Union of Soviet Socialist Republics, United Kingdom of Gt. Britain and Northern Ireland.

Further customs tariff changes

GOVERNMENT NOTICES R1200 and R1201, published in the Republic

BROOK ELECTRIC MOTORS
THE BETTER FRACTIONAL

1904–SIXTY YEARS OF ELECTRIC MOTOR DEVELOPMENT–1964

of South Africa *Government Gazette* of August 14, set out the following amendments to the Republic's customs tariff with effect from that date:

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
		Cents.	Cents.	Cents.
74	G.N. R1200 (1) Fishing nets: By the substitution, for sub-paragraph (a) of paragraph (1), of the following sub-paragraph: (a) Trawl nets and drag nets including seine nets and netting suitable for trawl nets and seine nets	—	Free	—
239	G.N. R1201 Chemicals: By the addition, after paragraph 10, of the following paragraph: (11) Mixtures of dichlorodifluoromethane and trichloromonofluoromethane . . .	—	Free	—

CEYLON

Import trade control

THE BOARD OF TRADE have received from Ceylon a copy of Import Control Notice No. 15/64 dated August 13, 1964, which lists food items which are now subject to individual import licensing. The items are as follows:

Poultry, including ducks, geese and turkeys (live, chiefly for food)
Natural honey
Fish, live
Macaroni, spaghetti and vermicelli
Edible nuts – almonds, balunga, brazil nuts, chestnuts, hazelnuts, filberts and walnuts
Dried fruits, including artificially dehydrated – apricots, berries, cherries, currants, figs, peaches, pears and prunes
Vegetables, dried
Arrowroot flour
Palmyrah sugar candy
Feeding stuffs for animals
Almond milk, almond paste, anchovy paste, blancmange powder, custard powder, golden syrup, jelly crystals, mayonnaise, mustard paste, peanut butter, salad cream, soya lacithin, treacle and yeast.

MALAYSIA (SINGAPORE)

Import restrictions

THERE have been reports, unconfirmed at the time of going to press, that it was announced from Singapore that with effect from August 26, 46 commodities have been banned from the United Kingdom and others have been put on licence.

Inquiries about this announcement may be made to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2645), quoting reference CRE 686/3/G.

AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES: Medicines: Oxycodone	285 (B) (1)	Free
DYES, disperse, being synthetic organic pigments, otherwise classifiable under Tariff Item 231 (A) (2) (b)	449 (A) (1)	Free
PAPER AND PAPERBOARD, otherwise classifiable under Tariff Item 335 (G) (2) (c), 335 (G) (4), 335 (G) (5), 335 (G) (6) or 335(G) (7), as follows: *Irrespective of weight:* Copying paper, having a plain writing or printing surface on one side and coated on the reverse side with a pigmented preparation, but not including carbon paper .	335 (G) (1)(c)	Free

(*Continued in next column*)

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DYES, including organic pigment dyestuffs and lakes, dry or in paste form	231 (A) (2)	Various
NOTE: Dyes dispersed in plastic, known as Colour Masterbatches, are classifiable Item 231 (A) (2) provided the material is used in a bona fide manufacturing process as colour masterbatch in the correct technical proportions, and, provided the Collector is satisfied that the masterbatches will be used for dyeing plastics and not as moulding compounds. The term 'lithol red' includes salts and lakes of 1-sulpho 2-naphthalene azo betanaphthol or of 2-sulpho 4-chloromethyl benzene azo beta hydroxynaphthoic acid. The term 'rubine toner' includes salts and lakes of 2-sulpho para toluene azo beta hydroxynaphthoic acid or of 2-sulpho 5-chloro para toluene azo beta hydroxynaphthoic acid. The term pigment dyestuffs includes toners, disperse dyes and vat dyes, but not solvent dyes. Pigment dyestuffs are insoluble in the vehicle vehicle in which they are to be used. Solvent dyestuffs are soluble in various organic solvents and are used in solution form. As a general rule, Items 231 (A) (2) (a) and 231 (A) (2) (b) do not cover the goods or the class or kind of goods named in the items if such are mixed with substantial quantities of other organic pigment dyestuffs or coloured inorganic pigments. In the former case the classification is Item 231 (A) (2) (d) and in the latter Item 231 (E) (2). However, the pigment dyestuffs mentioned in Items 231 (A) (2) (a) and (b) are not removed from those items if they have merely been standardized or toned by the addition of relatively small amounts of other pigment dyestuffs or inorganic pigments. Pigment dyestuffs precipitated upon or even mixed with extenders such as blanc fixe and alumina are to be regarded as lakes of the named pigment dyestuffs and classified accordingly. Also standardisation of a dyestuff colour by the addition of salts such as sodium chloride and sodium sulphate does not affect its classification. In addition, in colour masterbatches classification will ordinarily be determined on the basis of the colouring dyestuff contained therein, carrying media and other 'make weight' ingredients being ignored for the purposes of tariff classification. Mixtures of pigment dyestuffs which separately as classifiable under Item 231 (A) (2) (a), Item 231 (A) (2) (b) or Items 231 (A) (2) (a) and (b) are classifiable under Item 231 (A) (2) (b). *Note: The pigment dyestuff specified in Item 231 (A) (2) (a) are all azo dyes.* A mixture of a pigment dyestuff classifiable under Item 231 (A) (2) (a) or (b) with a dyestuff classifiable under Item 231 (A) (2) (d) will be classifiable under Item 231 (A) (2) (d) as stated above. Luminophores containing a little phthalocyanine blue will be classifiable under Item 231 (A) (2) (d). A mixture of an organic pigment dyestuff with inorganic pigment is classifiable under Item 231 (E) (2) as stated above. This applies to chromastral green which is a mixture of a phthalocyanine dye and a lead chrome. An inorganic pigment toned, standardized or brightened with a relatively small amount of a pigment dyestuff is classifiable under the item appropriate to the inorganic pigment. This is in conformity with the decision on laked lead chrome in Guide page 372. Solutions of dyes (acqueous or in organic solvent) are classifiable under Item 281 (L).		
LABELS: Paper	337 (D)	£4 4s. per cwt. or 22½% *ad val.* whichever rate returns the higher duty.

Note:

Specific rates are shown in Australian currency: £A125=£100 Sterling.

CHILE

Amendment to customs tariff

IT HAS BEEN reported by HM Embassy in Santiago that the Chilean Ministry of Finance announced in Decree No. 2323, promulgated in the *Official Gazette* on July 29, that machinery for classifying almonds has been included amongst the agricultural machinery which may be imported free of duty and other customs charges under the provisions of Decree No. 11,206 of December 28, 1950.

COSTA RICA

Consumption tax on cement

BY DECREE No. 36 published in the Costa Rica *La Gaceta* on August 2, 1964, the following rates of Consumption Tax have been imposed on cement:

Description	Tax (Colones)
Cement in bags of 42·5 kilograms	1·70 per bag
Cement in bulk	0·04 per kilogram

The Decree is effective 'from the date on which the sale of cement produced locally commences, consistent with the notice which local manufacturers will give to the authorities'.

NICARAGUA

Customs tariff changes

BY DECREE No. 965 published in the Nicaraguan *La Caceta*, on, and effective from, July 13, 1964, modifications have been made to certain headings in the Customs Tariff which now read as follows:

Tariff Number	Description	Duties (U.S.$ per gross kilo)	
		Specific	*Ad val.*
732-01-01	Agricultural motor vehicles of the r.t.m. 'Jeep' type	Free	10%
732-01-02	Passenger motor vehicles, n.e.s. (including station wagons, racing cars and tricars):		
732-01-02-01	Four-wheel drive station wagons	Free	30%
	Other:		
732-01-02-02	Unit value up to U.S.$2,000	Free	40%
732-01-02-03	Unit value over U.S.$2,000 up to U.S.$2,500	Free	50%
732-01-02-04	Unit value over U.S.$2,500 up to U.S.$3,000	Free	60%
732-01-02-05	Unit value over U.S.$3,000 up to U.S.$3,500	Free	70%
732-01-02-06	Unit value over U.S.$3,500	Free	75%
732-03-01	Motor buses or road motor coaches and other passenger transport vehicles (except those falling in headings 732-01 and 732-02)	Free	10%
732-03-02	Lorries and vans (pickups and panels), tank lorries, refrigerator lorries and other motor goods-carrying vehicles	Free	10%
732-03-03	Motor fire-fighting vehicles (including ladders, hoses, pumps and other special accessories for such vehicles) road spraying lorries, scavenging vehicles, road-sweeping vehicles, crane lorries, hearses and other similar road motor vehicles	Free	10%
732-04-00	Chassis, with engines mounted, of vehicles listed in Heading 732-01	Free	15%
732-05-00	Chassis, with engines mounted, of vehicles listed in Heading 732-03	Free	10%
732-06-00	Bodies, chassis, frames and other parts and accessories n.e.s. for road motor vehicles:		
732-06-00-01	Bodies and parts for vehicles coming under Heading 732-01-01	0·05	20%
732-06-00-02	Bodies and parts for vehicles coming under 732-01-02	Free	30%
732-06-00-03	For those coming under 732-03	Free	15%
732-06-00-04	Chassis without motors, frames, accessories for automotor vehicles and other parts n.e.s.	Free	30%
733-09-02	Trailers of all kinds:		
733-09-02-01	Trailer caravans	Free	60%
733-09-02-09	Other	Free	10%

URUGUAY

'Aforos' for imports

HM EMBASSY at Montevideo report the issue of a Uruguayan Government decree on August 14, 1964, which introduces, with effect from that date, a general increase in the index prices ('aforos' – average valuations) on which Customs duties are assessed. The present assessment values, listed in the Uruguayan General Tariff of Assessment Values for Imports and in the Tariff for Raw Materials, are increased by 100 per cent. The increase applies to all goods including (insofar as existing treaties and agreements permit) those subject to preferences as a result of trading agreements. The increase does not apply to 'aforos' which came into force, or were amended, less than three years before the effective date of this Decree.

These Custom's 'aforos', now amended to bring assessment values up to date do not increase the exchange surchages (taxes) on imports, which remain as they are at present.

ARGENTINA

'Aforos' for imports

ARGENTINE CUSTOMS Administration Resolutions, Nos. 388 of July 6, 412 of July 20, 452 of July 29, 474 of August 3 and 475 of August 3, establish the following index prices ('aforos' – average valuations) on which surcharges and duties in respect of the following items will be assessed:

Tariff No.	Item	Value U.S. Dollars C. & F.	Appraisement Unit
	Resolution No. 388		
Without Tariff No.	Steel balls (Brussels Nomenclature XVI – 84.65)	1·19	Net kilo
	Resolution No. 412		
117	Preserved fruits, tinned or in glass jars, including container (Brussels Nomenclature IV – 20.05)	0·27	Per kilo
	Resolution No. 452		
4744	Glue powder, urea-formaldehyde based (Brussels Nomenclature VII – 39.01)	0·388	Net kilo
	Resolution No. 474		
1702	Iron or steel forks without handles (Brussels Nomenclature XV – 82.01)	0·74	Net kilo
	Resolution No. 475		
Without Tariff No.	Neomycin sulphate (Brussels Nomenclature VI – 29.44)	73·11	Net kilo

Modifications to import lists

ARGENTINE MINISTRY of Economy Resolution No. 1549 of July 24, 1964, modifies as follows the lists attached to Decree No. 5439/59 (as amended by Decree No. 448/64):

Tariff No.	Item
2448	Gloves – this item is removed from Annex III of Decree No. 448/64.
2448	Gloves, excluding metallic mesh gloves for industrial use (complete, mittens, and those protecting arms) – this item is included in Annex III of Decree No. 448/64.

JAMAICA

Import licensing arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by:

1. the deletion of paragraph (b) from item 42 and the substitution therefor of the following:
   (b) (i) Metal windows of all types, including jalousie or louvre windows, casement windows, pivot windows, sliding windows and transoms, whether made up or knocked down for assembly, and including parts therefor such as mullions and louvre blades of metal.
   (ii) Metal door frames, doors of metal or metal and glass, fly screens, air-conditioning screens, apparatus for suspending ceilings, whether made up or knocked down for assembly, and including parts therefor.
   (iii) Window walls, curtain walls and shop fronts of metal or metal and glass, whether made up or knocked down for assembly, and including ancillary parts therefor.
2. the addition to item 42 of the following new paragraph:
   (n) Propane Gas Stoves.

Inquiries about the above notice should be addressed to Tariff Section Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

GUATEMALA

Foreign exchange control

HM CONSULATE in Guatemala City reports the following changes in the foreign exchange control provisions:

'In order to facilitate the procedure for obtaining foreign exchange for payments abroad in respect of imports, as from June 1, 1964, forms DC 32 (import registration) will be processed directly with any bank which importers

may choose for the purchase of foreign exchange. That is to say that it will no longer be necessary to present such application to the Exchange Department of the Bank of Guatemala.

'Form DC 32 is to be presented at the time that foreign exchange is required to cover the payment required by the importation, together with corresponding original shipment documents. When imports are to be paid for in advance, form DC 32 must be accompanied by documents supporting this requirement (copy of order, *pro forma* invoice, etc.), as has been done to date.

'There are excepted from the foregoing provisions all import registrations lacking supporting documents, as well as imports transacted under the C.O.D. system. Such import registrations must be processed directly with the Exchange Department of the Bank of Guatemala in the usual manner.'

UNITED STATES

Trade Commission regulation on the size of table-cloths and related products

IT WAS ANNOUNCED in the *Board of Trade Journals* of January 17 (page 131) and June 12 (page 1310) that the United States Federal Trade Commission were considering the establishment of a trade regulation rule to prohibit the misrepresentation of the size of table-cloths and related products.

The Federal Trade Commission adopted on July 21, 1964 the following trade regulation rule.

In connection with the sale of or offering for sale of table-cloths and related products such as doilies, table-mats, dresser scarves, place mats, table runners, napkins and tea-sets, in commerce, any representation of the 'cut size' or the dimensions of materials used in the construction of table-cloths and related products in advertising, labelling, marking or otherwise, constitutes an unfair method of competition and an unfair and deceptive act or practice unless . . .

1. Such 'cut size' dimensions are accompanied by the words 'cut size' and

2. the 'cut size' is accompanied by a clear and conspicuous disclosure of the dimensions of the finished products and by an explanation that such dimensions constitute the finished size.

The Commission has stated that after carefully considering requests from affected parties that a reasonable period of time be allowed after promulgation to afford them opportunity to bring their labelling, packaging and advertising into conformity with the provisions of the rule, the rule will become effective with respect to all forms of advertising, labelling, packaging and sales promotional material on February 1, 1965.

Any inquiries about this notice should be addressed to United States Branch, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

Investigation of imports of certain mushrooms

THE UNITED STATES Tariff Commission have instituted an investigation under Section 301 (b) (i) of the Trade Expansion Act, 1962, to determine whether mushrooms prepared or preserved (not including dried), provided for in item 144.20 of the Tariff Schedules of the United States are, as a result in major part of concessions granted thereon under trade agreements, being imported into the United States in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry or industries producing like or directly competitive products.

A public hearing will begin at 10 a.m. on October 20, 1964, in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W., Washington, D.C. The Secretary of the Commission should be notified in writing at least three days in advance of the date of the hearing, by any interested party desiring to appear. In addition it is understood that written submissions may be made to the Commission, preferably an original with 19 copies, under Section 201.8(d) of the Commission's Rules of Practice and Procedure.

Inquiries about this notice should be addressed to United States Branch, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

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Investigation on stainless-steel table flatware

A NOTICE WAS published in the *Board of Trade Journal* on July 10, 1964 (page 103) about the United States Tariff Commission investigation into imports of stainless-steel table flatware. The Tariff Commission have now announced that the public hearing scheduled for September 15 has been postponed until 10 a.m. on September 22, 1964.

CANADA

Tariff Board hearing on printing machinery, etc.

AN ANNOUNCEMENT about the Canadian Tariff Board hearing on machinery and aparatus used by the printing industry was published in the *Board of Trade Journal* of May 10, 1963, page 1109. The Canadian Tariff Board has now given notice that the public hearing will be held at 219 Argyle Avenue, Ottawa, on **Monday, February 1, 1965, at 10 a.m., EST.**

Proposals concerning the wording of tariff items and the rates of duty or for the retention of existing items and rates of duty should be filed with the Tariff Board not later than **Monday, November 16, 1964.**

Briefs or submissions containing relevant facts and arguments in support of such proposals should be filed not later than **Monday, December 21, 1964.**

Two hundred copies of proposals and briefs should be filed with the Secretary, Tariff Board, Ottawa; these will be distributed to interested parties *on request* to the Tariff Board's Secretary.

Persons proposing to attend the hearings should notify the Tariff Board's Secretary not later than **January 18, 1965.**

Tariff item 412a covers machinery and apparatus used by 'printers, lithographers, bookbinders, manufacturers of stereotypes, electrotypes and printing plates or rolls' and also by 'paper or foil converters, or by manufacturers of articles made from paper, cardboard or foil'.

All goods entitled to entry under tariff item 412a will form part of the Board's study and report regardless of whether or not the user forms part of the 'printing industry'.

'Made in Canada' rulings

THE FOLLOWING RULINGS have been made for Canadian Customs purposes:

Of 'a class or kind not made in Canada':

Non-automatic wood-working shapers equipped with horizontal spindles.

(Ruling effective August 18, 1964).

Note: All wood-working shapers equipped with horizontal spindles are now considered to be of a class or kind not made in Canada.

Of 'a class or kind made in Canada':

Tolylene (toluene) Diisocyanate (not less than 80 per cent distillable).

(Ruling effective September 21, 1964).

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-6-1, dated August 18, 1964, and D51-33-1, dated August 19, 1964.

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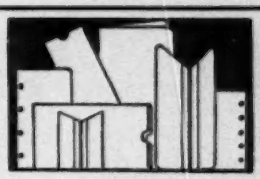

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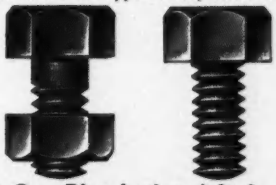

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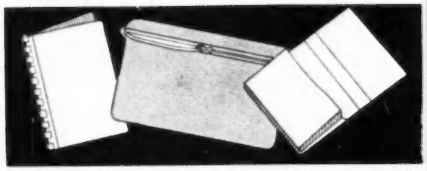

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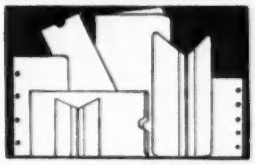

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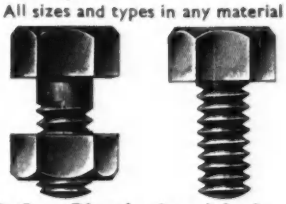

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